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What Packers Get Out of Their Institute Outlined in this issue

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No. 24

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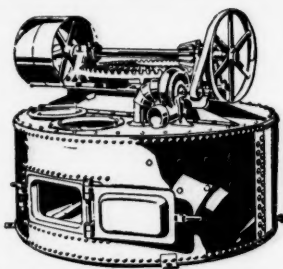
THE NATIONAL PROVISIONER

CHICAGO AND NEW YORK

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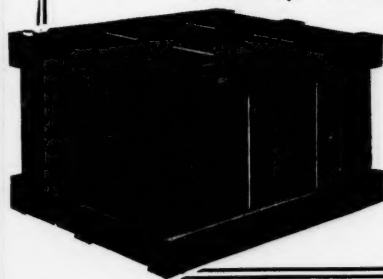
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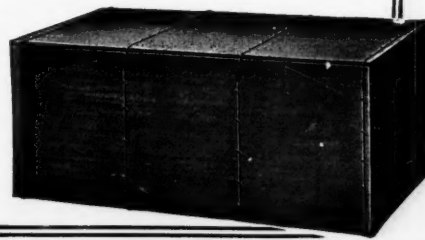
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OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS

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No. 24

Packers' Institute Plans For Year

What the Trade Association Proposes to do for Its Members in the Year That Lies Ahead of It

An active and effective organization and a "get your money's worth" program is what the Institute of American Meat Packers promises to its members for the coming year.

In an announcement of the year's plans, made public here, President Oscar G. Mayer indicates that there is to be "something doing" every minute.

A list of committees is announced which shows that every phase of work of benefit to the industry will be taken care of by men well-fitted and enthusiastic for the work. The staff organization of the Institute has been revised for more effective service, and the machinery is well-oiled and ready to move.

"Practical" Topics Taken Up.

Practical subjects are to vie with educational and research programs this year. The effort is to be made to save money for packers in their business. Such problems as credits and collections, sales methods and practices, deliveries, purchasing, transportation, standardization, operating difficulties, etc., are to be under constant consideration.

Every committee will be served and kept in motion, and the plan of sectional and seasonal meetings will be carried forward for practical discussion of timely topics.

The educational plan comes nearer visible realization each year, and this year is "hitting on all three cylinders"—evening classes, correspondence classes and the full four-year day course at the University of Chicago. Research investigations that promise great practical results also are under good headway.

Changes in Committee Heads.

The story is simply and clearly told in the letter sent this week to Institute members by President Mayer, in which he outlines the plans, and gives the list of committees and details of the organization.

Changes in standing committee chair-

manships include appointment of ex-president Charles E. Herrick to the head of the Committee on Foreign Relations and Trade, in which field he is an acknowledged leader in getting results for the industry.

Appointment of Edward N. Wentworth to head the Committee on Improved Livestock Production is a testimonial to his splendid service on that committee. The matter of Industrial Relations is placed in charge of one of the most progressive young packers, W. F. Schluderberg of Baltimore. Interest in the local delivery problem will be revived by the selection of W. H. Gauselin of Chicago to head that committee.

The Committee on Retail Merchandising will be under the able leadership of F. E. Wilhelm of Chicago, while a new and valuable Committee on Purchasing Practice has A. W. Ruf of Chicago as chairman. The Committee on Standardized Accounting will carry on that work under the direction of W. P.

Hemphill of Chicago, while the big Traffic Committee job is turned over to J. W. Robb of Chicago.

On the Institute Plan Commission Philip D. Armour succeeds President Mayer as chairman of the Committee on Educational Plan, and a Committee on Packinghouse Practice and Research, headed by Dr. R. F. Eagle, combines the so-called "practical" activities most effectively.

The important special Committee on Trade Extension, with its countrywide membership, is in charge of John A. Hawkinson, which guarantees that no grass will grow under this committee's feet. Other standing committee chairmanships remain the same as last year.

The appointment of a list of presiding and program chairmen for the sectional meetings, with tentative dates for the meetings, shows that this part of the program is due for definite results. The selection of city chairmen also shows that local interests and activities of members will not be neglected.

President Mayer's Letter to the Members

To the Members of the Institute of American Meat Packers:

During the period since the Convention I have been studying earnestly the organization of the Institute and have been making plans whereby I hope it may serve you even better than at present. In developing these plans, I have had the counsel of the Central Administrative Committee, which has held two meetings, and the co-operation of the executive vice-president and staff of the Institute.

Now it is possible to announce the appointments to new and old committees, and to make a statement to you concerning the way in which we shall work for your interest.

Early Meeting of Committees.

A meeting of the Executive Committee has been called for an early date. The chairman of each standing committee is being asked to hold a program-making meeting before the end of the month, and the chairman of the Committee on Trade Extension has been asked to hold a meeting in the second week of January.

Every activity on which the standing



OSCAR G. MAYER
President Institute of American Meat
Packers.

committees need the co-operation of the member companies will be presented at the meeting of the Committee on Trade Extension. Any suggestion you may have regarding the present work of the Institute, or new activities you think it ought to undertake, should be forwarded promptly to the Institute, so that it may be referred promptly to the proper committee for consideration at its first meeting. *Please do this now.*

After as careful planning as was possible, we are now going into action. Meanwhile, here is the way certain things present themselves to me since studying the Institute and its work.

How to Get Your Money's Worth.

The Institute has a certain number of men on its payroll and a certain amount men can do only so much; the money and these men are your employees. The men can do only so much: the money can go only so far. It is important, therefore, that the program adopted shall be drawn up in accordance with *your needs*. Accordingly, the chief test applied to any proposal will be: Is it the thing of all those possible which will bring the most benefit to our members?

So-called "practical" activities will be emphasized the most, because it is apparent that side of the Institute has been developed the least.

Our present educational and research activities (public relations: investigations of plant problems; evening correspondence, and day courses; bacteriological studies in ham souring, meat curing, and other scientific research; home economics work spreading information about meat cookery; nutritional activities in defense of meats; retail merchandising propaganda will not be slackened; but every effort will be made to develop to a similar degree activities that touch the cash drawer not more importantly, but obviously and directly.

New Kinds of Activities.

I intend, and the Central Administrative Committees concurs in this view, that the Institute shall help the meat packing industry solve some of its most vexatious problems. I refer to such problems as credits and collections, deliveries, branch house and car route operation, purchasing of equipment and supplies other than livestock, advertising practice, chemical difficulties, transportation problems, standardization, etc. The Institute, which is already doing splendid work, *increasingly must save money for its members.*

All of the intensified activities cannot be started at once. No wonders can be worked overnight. We shall go ahead slowly enough to go ahead with soundness—but we shall go ahead.

Progress is reasonably certain, for the kind of work mentioned is the sort which draws the quickest response from the membership.

Executive Control.

The Executive Committee, of course, will be the high court of last resort, except the convention itself. Its importance to the institute can not be exaggerated. Meetings of this committee will be called at least quarterly, and at such other times as occasion demands. The men whom you elected as your directors will be asked to function vigorously and often.

There are two special and highly important bodies in the Institute structure—the Institute Plan Commission, with its important contributions to the development of the Institute, and the Committee on Trade Extension, with its important functions—which include so many committees, particularly principal officials of member companies, that their meetings are naturally at well-spaced intervals.

There are several standing committees of the Institute, such as the Committee on Public Relations, which include numerous committeemen and supervise important work, but which have jurisdiction over

matters that generally require speedy action and cannot await a meeting of the Committee.

Such Committees have been asked to have an early meeting for program-making purposes. Thereafter the Institute staff will have to lend great assistance in executing the day-to-day tasks arising under the program adopted.

The other standing committees will be asked to meet as frequently as necessary and to keep full steam up all the time. Every committee for which a need no longer exists has been eliminated. Every committee will be up-and-doing all the time in your behalf.

Service to Committees.

In order that work planned by committees at meetings may be carried on continuously some arrangements for hired service to these committees must be made. The committeemen themselves have full-time jobs with member companies, and the amount of time they can give to Institute work between meetings is limited.

Accordingly, the responsibility for developing the work planned by each committee has been assigned to different members of the Institute staff under the direction of the Executive Vice-President. Every committee of the Institute will be *served*.

The Executive Vice-President of the Institute will be a member ex-officio of all committees, in order that he may co-ordinate the service rendered to them by the Institute staff.

Sectional Meetings.

Committees become unwieldy and unduly expensive to the industry if their members are too numerous. Yet there are times when a project developed by a committee requires the co-operation of all the specialists in the industry in the field in which the committee is working. For that reason it seems desirable to hold sectional (departmental) meetings quarterly or semi-annually.

The following schedule is not inflexible, and the meetings will not be called at the times indicated unless the business calling for transaction. But, subject to those considerations, it represents the calendar that will be followed:

Accounting.—April; July: at convention.
Advertising and Public Relations.—June; at convention.

Branch House.—January, April, July, at convention.

Car Route.—January, April, July, at convention.

Chemical.—June, at convention.

Engineering and Construction.—February, at convention.

Operating.—March, at convention.

Purchasing.—January, at convention.

Traffic.—April, at convention.

The purpose of the foregoing is to "stagger" the work for the Institute staff, to keep the membership constantly participating in the work of the Institute, to keep all sections in action, and to have the meetings fall at appropriate times of the year, the season and the present stage of the development in each field being considered.

Structure of the Institute.

The convention revealed that not all members of the Institute are familiar with the committee and administrative structure of their organization. They should be. The following description of the structure as it exists today may be of help:

The committee structure is headed by the President of the Institute, as chairman of the Executive Committee. It includes the following committees and commissions:

Standing Committees.—Committees on Foreign Relations and Trade, Committees on Improved Livestock Production, Subcommittee on Special Type Hog Production, Committee on Industrial Relations, Committee on Livestock Losses, Committee on Local Deliveries, Committee on

Nutrition, Sub-Committee on Animal Nutrition, Committee on Public Relations, Committee on Retail Merchandising, Committee on Standardized Accounting, Committee to Confer with Livestock Producers, General Committee on Membership, Committee on Associate Membership, Legal Committee, Traffic Committee.

Institute Plan Commission.—Committee on Ways and Means, Committee on Packinghouse Practice and Research, Committee on Building Plans, Committee on Research, Committee on Educational Plans, Committee on Charter.

Committee on Trade Extension.—District Committees of Committee on Trade Extension, City Chairmen.

Officers of Administration.—The administrative structure is headed by the President of the Institute, as Chairman of the Central Administrative Committee.

The staff structure of the Institute—i. e., the paid administration—is headed by the Executive Vice-President, who is responsible to the President of the Institute. This structure includes the following general executive office, departments and branch offices:

Executive Vice-President.
Department of Home Economics.
Department of Industrial Education.
Department of Nutrition.
Department of Organization and Livestock.
Department of Packinghouse Practice and Research.
Department of Public Relations and Trade.
Department of Retail Merchandising.
Department of Scientific Research.
Eastern Office (N. Y. City.)
Washington Office.

I have in mind also the creation at an early date of several departments whereby the practical service of the Institute to its membership may be expanded and intensified. The plans for these departments will be detailed later.

Now follows a list of the Institute Committees for the fiscal year 1924-1925.

The Committees of the Institute Plan Commission have been designated on suggestion of the Chairman of the Commission, Mr. Thomas E. Wilson, with whose recommendations I am glad to concur.

Very truly yours,

OSCAR G. MAYER, President.

Officers and Directors of the Institute

President.—Oscar G. Mayer, Oscar Mayer and Company, Inc., Chicago, Ill.

Vice-Presidents.—J. J. Felin, John J. Felin and Company, Inc., Philadelphia, Pa.; Myron McMillan, J. T. McMillan Company, Inc., St. Paul, Minn.; E. C. Merritt, Indianapolis Abattoir Company, Indianapolis, Ind.; F. S. Snyder, Batchelder and Snyder Company, Boston, Mass.

Treasurer.—John T. Agar, William Davies Company, Inc., Chicago, Ill.

Directors, (Term expiring 1927).—E. A. Cudahy, Jr., The Cudahy Packing Company, Chicago, Ill.; Charles E. Herrick, Brennan Packing Company, Chicago, Ill.; Elmore M. Schroth, The J. and F. Schroth Packing Co., Cincinnati, Ohio; G. F. Swift, Swift and Company, Chicago, Ill.; W. H. White, Jr., White Provision Company, Atlanta, Ga.

Directors, (Term expiring 1926).—J. E. Decker, Jacob E. Decker and Sons, Mason City, Iowa; J. Paul Dold, Jacob Dold Packing Company, Buffalo, N. Y.; Fred Guggenheim, Guggenheim Brothers, Chicago, Ill.; R. T. Keefe, Henneberry and Company, Arkansas City, Kans.; F. Edson White, Armour and Company, Chicago, Ill.

Director, (Term expiring 1925).—J. Ogden Armour, Armour and Company, Chicago, Ill.; T. P. Breslin, Standard Packing Company, Inc., Los Angeles, Cal.; J. A. Hawkinson, Allied Packers, Inc., Chicago, Ill.; T. Davis Hill, Corkran,

Hill and Company, Inc., Baltimore, Md.; Thomas E. Wilson, Wilson and Company, Chicago, Ill.

Central Administrative Committee.—Oscar G. Mayer, Oscar Mayer and Company, Inc., Chicago, Ill.; G. F. Swift, Swift and Company, Chicago, Ill.; F. Edson White, Armour and Company, Chicago, Ill.; Thos. E. Wilson, Wilson and Company, Chicago, Ill.

Institute Plan Commission.—Thos. E. Wilson, chairman, Wilson and Company, Chicago, Ill.

Executive Vice-President.—W. W. Woods, Institute of American Meat Packers, Chicago, Ill.

Standing Committees of the Institute

Committee on Foreign Relations and Trade.

C. E. Herrick, chairman, Brennan Packing Company, Chicago, Ill.

J. G. Cowrie, Jacob Dold Packing Company, Buffalo, N. Y.

T. Henry Foster, John Morrell and Company, Ottumwa, Iowa.

J. A. Hawkinson, Allied Packers, Inc., Chicago, Ill.

Robert Mair, Swift and Company, Chicago, Ill.

George Marples, The Cudahy Packing Company, Chicago, Ill.

S. T. Nash, The Cleveland Provision Company, Cleveland, Ohio.

J. W. Rath, The Rath Packing Company, Waterloo, Iowa.

John Roberts, Miller and Hart, Chicago, Ill.

M. Rosenbach, Wilson and Company, Chicago, Ill.

W. W. Shoemaker, Armour and Company, Chicago, Ill.

R. S. Sinclair, T. M. Sinclair and Company, Ltd., Cedar Rapids, Iowa.

W. R. Sinclair, Kingan and Company, Indianapolis, Ind.

J. D. Thoma, Cudahy Brothers Company, Cudahy, Wis.

Committee on Improved Livestock Production.

E. N. Wentworth, chairman, Armour and Company, Chicago, Ill.

T. H. Ingwersen, Swift and Company, Chicago, Ill.

R. T. Keefe, Henneberry and Company, Arkansas City, Kans.

Carl Kroeck, Oscar Mayer and Company, Inc., Chicago, Ill.

Murdo Mackenzie, Matador Land and Cattle Company, Denver, Colo.

A. E. Peterson, Wilson and Company, Chicago, Ill.

J. P. Phillips, Birmingham Packing Company, Birmingham, Ala.

G. C. Shepard, The Cudahy Packing Company, Chicago, Ill.

Howard R. Smith, Shafer and Company, Baltimore, Md.

W. H. White, Jr., White Provision Company, Atlanta, Ga.

Sub-Committee on Special-Type Hog Production.

A. T. Kearney, chairman, Swift and Company, Chicago, Ill.

Tage U. Ellinger, Armour and Company, Chicago, Ill.

John A. Hawkinson, Allied Packers, Inc., Chicago, Ill.

Ben F. Hormel, Geo. A. Hormel and Company, Austin, Minn.

P. A. Jacobson, Interstate Packing Company, Winona, Minn.

W. S. Nicholson, Wilson and Company, Chicago, Ill.

Committee on Industrial Relations.

W. F. Schluderberg, chairman, Wm. Schluderberg—T. J. Kurdle Company, Baltimore, Md.

A. H. Carver, vice-chairman, Swift and Company, Chicago, Ill.

M. F. Dugan, George A. Hormel and Company, Austin, Minn.

R. F. Eagle, Wilson and Company, Chicago, Ill.

Charles O'Hara, Cudahy Brothers Company, Cudahy, Wis.

F. H. Shields, Armour and Company, Chicago, Ill.

S. F. Spencer, Henneberry and Company, Arkansas City, Kan.

R. E. Yocum, The Cudahy Packing Company, Chicago, Ill.

Committee on Livestock Losses.

R. W. Carter, chairman, Swift and Company, Chicago, Ill.

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John Anderson, Pittsburgh Provision and Packing Company, Pittsburgh, Pa.

J. E. Decker, Jacob E. Decker and Sons, Mason City, Ia.

William Diesing, The Cudahy Packing Company, Omaha, Neb.

F. T. Fuller, Iowa Packing Company, Des Moines, Iowa.



W. W. WOODS.

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Paul Trier, Arnold Brothers, Inc., Chicago, Ill.

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John P. Harris, Institute of American Meat Packers.

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W. Lee Lewis, Institute of American Meat Packers.

W. H. Lipman, Swift and Company, Chicago, Ill.

C. Robert Moulton, Institute of American Meat Packers.

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J. J. Vollertsen, Armour and Company, Chicago, Ill.

E. N. Wentworth, Armour and Company, Chicago, Ill.

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David G. Madden, East Tennessee Packing Company, Knoxville, Tenn.

C. Robert Moulton, Institute of American Meat Packers.

J. P. Phillips, Birmingham Packing Company, Birmingham, Ala.

W. D. Richardson, Swift and Company, Chicago, Ill.

Howard R. Smith, Shafer and Company, Baltimore, Md.

W. H. White, Jr., White Provision Company, Atlanta, Ga.

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Hugo Arnold, Arnold Brothers, Inc., Chicago, Ill.

T. P. Breslin, Standard Packing Company, Los Angeles, Calif.

Thomas Creigh, The Cudahy Packing Company, Chicago, Ill.

E. A. Cudahy, Jr., The Cudahy Packing Company, Chicago, Ill.

B. C. Dickinson, Louis Burk, Philadelphia, Pa.

George L. Franklin, Dunlevy-Franklin Company, Pittsburgh, Pa.

Sidney Greenwald, Greenwald Packing Corporation, Baltimore, Md.

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Myron McMillan, J. T. McMillan Company, St. Paul, Minn.

George N. Meyer, Fried and Reineman Packing Company, Pittsburgh, Pa.

T. H. Nash, Cleveland Provision Company, Cleveland, Ohio.

Henry Neuhoft, Neuhoft Packing Company, Nashville, Tenn.

Thomas E. Newton, Newton Packing Company, Detroit, Mich.

Charles O'Hara, Cudahy Packing Company, Cudahy, Wis.

A. T. Rohe, Rohe and Brother, New York City.

F. S. Snyder, Batchelder and Snyder Company, Boston, Mass.

Frank J. Sullivan, Sullivan Packing

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J. A. Wiederstein, John Hoffman's Sons Company, Cincinnati, Ohio.

J. C. Williams, J. M. Denholm Brothers Company, Pittsburgh, Pa.

Thomas E. Wilson, Wilson and Company, Chicago, Ill.

Committee on Purchasing Practice.

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W. O. Buskirk, John Morrell and Company, Ottumwa, Ia.

G. E. Eckhouse, Wilson and Company, Chicago, Ill.

Arthur M. Evans, Miller and Hart, Chicago, Ill.

A. G. Franklin, Allied Packers, Inc., Chicago, Ill.

W. H. Gausselin, Mutual Sausage Company, Chicago, Ill.

Sidney Greenwald, Greenwald Packing Corporation, Baltimore, Ind.

C. F. Honeck, Indianapolis Abattoir Company, Indianapolis, Ind.

John G. Hormel, George A. Hormel and Company, Austin, Minn.

F. B. Penney, Brennan Packing Company, Chicago, Ill.

Paul Trier, Arnold Brothers, Chicago.

Committee on Retail Merchandising.

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P. D. Armour, Armour and Company, Chicago, Ill.

D. A. Bell, Bell Packing Company, Indianapolis, Ind.

Jay E. Decker, Jacob E. Decker and Sons, Mason City, Iowa.

J. Paul Dold, Jacob Dold Packing Company, Buffalo, N. Y.

George L. Franklin, Dunlevy-Franklin Company, Pittsburgh, Pa.

W. H. Gausselin, Mutual Sausage Company, Chicago, Ill.

Michael Greenwald, Greenwald Packing Corporation, Baltimore, Md.

Fred Guggenheim, Guggenheim Brothers, Chicago, Ill.

Henry B. Hetzel, Hetzel and Company, Chicago, Ill.

Fred Krey, Krey Packing Company, St. Louis, Mo.

J. J. McAleese, Pittsburgh Provision and Packing Company, Pittsburgh, Pa.

W. McFarlane, Sullivan Packing Company, Detroit, Mich.

Myron McMillan, J. T. McMillan Company, St. Paul, Minn.

C. W. Myers, Morris and Company, Chicago, Ill.

T. H. Nash, Cleveland Provision Company, Cleveland, Ohio.

W. E. O'Neill, Cudahy Brothers Company, Cudahy, Wis.

David Pfaelzer, Louis Pfaelzer and Sons, Chicago, Ill.

A. T. Rohe, Rohe and Brother, New York, N. Y.

D. G. Sabin, Wilson and Company, Chicago, Ill.

Harry Thompson, Libby, McNeill and Libby, Chicago, Ill.

Fred M. Tobin, Rochester Packing Company, Rochester, N. Y.

L. D. H. Weld, Swift and Company, Chicago, Ill.

Committee on Standardized Accounting.

W. P. Hemphill, chairman, Armour and Company, Chicago, Ill.

A. W. Anderson, The Cudahy Packing Company, Chicago, Ill.

J. H. Bliss, Libby, McNeill and Libby, Chicago, Ill.

F. E. Fawkes, Allied Packers, Inc., Chicago, Ill.

John Forbes, Oscar Mayer and Company, Inc., Chicago, Ill.

A. M. McVie, Kingan and Company, Indianapolis, Ind.

J. W. Mock, John Morrell and Company, Ottumwa, Iowa.

C. H. Peck, Wilson and Company, Chicago, Ill.

F. B. Penny, Brennan Packing Company, Chicago, Ill.

Committee on Standardized Containers.

For the sake of greater co-ordination, the work on standardization has been merged with other committees of the Institute. The Committee on Packaging Practice and Research and the Committee on Scientific Research will be responsible for standardization of equipment and certain supplies, the exact assignment depending on the nature of the supplies and the tests involved. The Committee on Purchasing Practice will also function on certain phases of this work.

Committee to Confer with Government Officials.

For the purpose of flexibility—of making representation fit differing needs and differing subject matters—the practice of having a standing Committee to Confer with Government Officials, with fixed membership, will be eliminated.

Instead, a special committee will be appointed each time an occasion arises, and the personnel of the committee will be determined by the nature of the matters to be handled. As soon as the need ceases, the special committee will be relieved. When a new occasion arises, a new special committee will be appointed.

In this way the personnel will consist of veterinarians, or superintendents, or lawyers, or scientists, or economists, or of any other type of special ability called for by the nature of the matter to be handled.

The industry owes a debt of appreciation to all those who have served so faithfully and so well on the Committee to Confer with Government Officials.

Committee to Confer with Livestock Producers.

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(Continued on page 44.)

Moves to Regulate Meat Packers

In its annual report for the year ending June 30, 1924, the Packer & Stock Yards Administration at Washington refers to several of its activities affecting meat packers, including these points of interest:

It recommends amendments to the law giving it authority to compel packers to bond their livestock buyers. At present this power is contained in a temporary clause attached to the agricultural appropriation bill.

It also recommends an amendment prohibiting packers from buying livestock at private yards at places where there are public markets. This hits at cases like the Mistletoe Yards case at Kansas City, which the packers won.

It reviews the attempt to place a permanent force of auditors in all packers' offices to supervise their accounting. This was blocked by certain packers, and the case is now pending in the federal courts.

Would Amend the Law.

The report briefly discusses the difficulties encountered in the administration of the act, and the great sensitiveness of those coming within its provisions. This attitude is attributed in large measure to the unusual economic conditions prevailing since the act went into effect three years ago.

Attention is called to seven proposed amendments to the act now pending, two of which are of direct interest to packers. One of these is the prohibition of direct buying by packers at private yards (of the type of the Mistletoe Yards at Kansas City) at places where there are public yard markets.

The other has to do with the bonding of persons engaged in business as market agencies or dealers at public stockyard markets, to protect people with whom they do business. This proposed

amendment to the act is at present incorporated in the act making appropriation for the Department of Agriculture for the fiscal year 1924. It is under this provision that packers have been called upon to bond their buyers on public markets.

Requests were made for financial statements for the year 1923 from all concerns listed as packers under the act. Of these 493 made reports in usable form, and the information was more nearly complete than that furnished the previous year.

The Armour-Morris Merger.

Attention is called to the large amount of work involved in the consideration of data pertaining to the Armour-Morris "merger," particularly in reviewing the exhibits furnished by Armour & Company with the actual book records to verify the accuracy of the information furnished.

The situation with regard to the request for access to the packers' books and records by the administration, and the refusal of certain of the larger packers, is reviewed.

The economic activities of the administration are discussed in considerable detail, including those phases of the Armour-Morris "merger" case, the retailing of meat by packers, and bacon export trade promotion.

A list of the 47 formal dockets now pending before the administration is given, together with a brief resume of each case. Included in these are the Armour-Morris purchase, and the case of Roberts & Oake against the Union Stockyard & Transit Company, based on the complaint that defendant had delivered hogs belonging to complainant to another packer.

There are now 77 stock yards subject to the jurisdiction of the Packers and Stockyards Administration.

tions in products; wastes in materials, arising from lack of efficient processes; wastes by fire; and wastes in human life.

"Against these and other wastes there has been for the past years developed an increasingly definite program by the Department, acting always in co-operation with the industries. As these activities of the Department are based upon co-operation with industry and commerce, none of them lead to paternalistic ends."

Value of Trade Associations.

In the section of the report dealing with trade associations Mr. Hoover says: "One of the most important agencies through which the elimination of waste may be promoted is the trade association. It is true that a small minority of these associations have been in the past used as cloaks for restraint of trade by such activities as open-price associations and other attempts to control distribution or prices. It is equally true that the vast majority of trade associations have no such purpose and do no such things. The dividing line, however, between what activities are in the public interest and what are not in the public interest is not today clearly defined, either by the law or by court decision.

"In consequence of recent decisions of the courts many associations are fearful of proceeding with work of vital public importance, and we are losing the value of much admirable activity. At the same time we are keeping alive the possibility of wrongful acts. It is imperative that some definition should be made by which an assurance of legality in proper conduct can be had, and by which illegality or improper conduct may be more vigorously attacked.

"Any collective activity can be used as a smoke screen to cover conspiracy against the public interest, but that is no reason for condemning all collective activities. Just because automobiles are sometimes used by bootleggers for the illegal transportation of liquor, we do not prohibit their manufacture or their legitimate use."

Elimination of Waste Is Chief Problem

"Elimination of national waste" is the keynote of Secretary Hoover's annual report made public recently. Under this head Mr. Hoover reviews the accomplishments of the Department during the first three years of the present administration, notably in the fields of unemployment, seasonal construction, coal, superpower, standardization, simplified practice, co-operative marketing, and the reduction of housing costs.

Trade association activities are discussed from the same angle.

The Conference on Street and Highway Safety, to be held next month, is referred to as an effort to cope with "the most challenging of all wastes—the waste of human life."

"A definite constructive national program has been developed for the elimination of waste in our economic system," says Mr. Hoover. "The need is plain. The American standard of living is the product of high wages to producers and low prices to consumers. The road to national progress lies in increasing real wages through proportionately lower prices.

"The one and only way is to improve methods and processes and to eliminate waste. Just as 20 years ago we undertook nation-wide conservation of natural resources, so now we must undertake nation-wide elimination of waste. Regulation and laws are of but minor effect on these fundamental things. But by well-directed economic forces, by co-operation in the community, we can not only maintain American standards of living—we can raise them.

Only Road to Progress.

"We have the highest ingenuity and efficiency in the operation of our industry and commerce of any nation in the world. Yet our economic machine is far from perfect. Wastes are legion. There are wastes which arise from wide-spread unemployment during depressions, and from speculation and over-production in booms; wastes due to intermittent and season production, as in the coal and construction industries; vast wastes from strictures in commerce due to inadequate transportation, such as the lack of sufficient terminals; wastes caused by excessive varia-

FARM EXPORT BODY URGED.

A resolution urging a farmers' export corporation, created to preserve the domestic market for the American agricultural producer at an American price, was adopted at the sixth annual meeting of the American Farm Bureau Federation, held in Chicago on December 8, 9 and 10. This was only one of many resolutions affecting agriculture and the livestock industry adopted at the meeting.

O. E. Bradfute was re-elected president of the Federation for the coming year. The new board of thirteen directors selected by the delegates at the convention are: Mid-western region—Charles E. Hearst, Des Moines, Iowa; J. F. Reed, St. Paul, Minn.; S. H. Thompson, Quincy, Ill., and M. L. Noon, Jackson, Mich. Eastern region—G. M. Putman, Concord, N. H.; Enos Lee, Yorktown Heights, N. Y., and J. C. Brubaker, Lititz, Pa. Southern region—E. P. Cohill, Hancock, Md.; W. T. Harris, Morganfield, Ky., and Harry Williams, Dallas, Texas. Western region—Frank Evans, Salt Lake City, Utah; A. C. Hardison, Santa Paula, Cal., and W. A. Hardy, Fernley, Nev.

Hormel Closes a Million-Hog Year

Closing a year in which more than a million hogs were killed, sales made totalling more than 197,000,000 pounds of product, and with a payroll of nearly two and one-quarter million dollars, president George A. Hormel reported on "an exceptional year" at the annual meeting of the board of directors of George A. Hormel & Co., held recently at the company's headquarters in Austin, Minn.

Sales of product during the year just closed totalled \$26,162,845.59, made in every state in the Union and in 29 foreign countries. More than \$18,000,000 was paid for livestock, and the company's total payroll amounted to nearly \$2,500,000.

More than a half million dollars was spent on improvements during the year, which included a new boiler house, power house, lard refinery and the remodelling and modernizing of other buildings. An extensive building program is planned for the coming year.

At the meeting of the directors an increase of the capital stock to a total of \$12,000,000 was authorized. Commenting on this, vice-president Jay C. Hormel said: "The increased business and requirements of the company necessitated an increase in the authorized capital stock wherefore the stockholders were asked to increase the authorized common stock to ten million dollars, which with the already authorized preferred stock gives the Hormel company a total authorized capitalization of twelve million dollars. The additional shares authorized will be issued as the growth of the company demands."

Growth of the Concern.

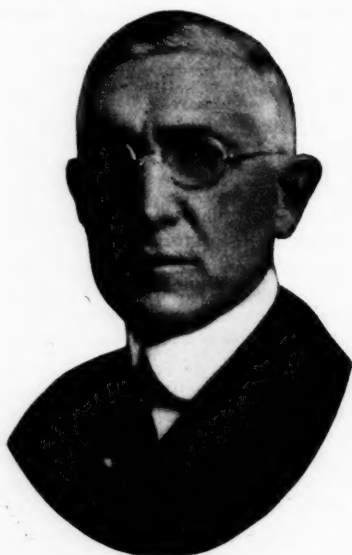
The company has made phenomenal growth in the 32 years of its existence.

In 1892 George A. Hormel, president and founder of the company, killed 610 hogs, doing much of the labor of the plant himself. In that year, and for several years afterward, he used to go home from his day's work and make out his sales letters at night, writing them with a pen.

The past year the company killed 1,032,-

137 hogs. It has a staff of 98 salesmen on the road and 126 branch house employees.

In 1892 the distributing system consisted of a white mule and a wagon. Last year the company used 36 motor trucks and 125 leased refrigerator cars, in addition to those operated by the railroads. Through these means Hormel products were distributed from coast to coast.



GEORGE A. HORMEL.

In his address to the board of directors President Hormel said:

"You observe there has been quite an increase in our business last year over that of the year before. Last year we were congratulating ourselves that we had run close to the 800,000 hog mark, and we were all wondering whether we would be able to reach the million mark this year.

"While we set our mark at the million this time we thought we were a little too optimistic, but we all strove toward that

goal, and here a few weeks ago when the boys grabbed the millionth hog they bedecked him with ribbons and other things and someone suggested a banquet, which followed. The enthusiasm shown by the different heads of the departments at that banquet would have led one to think we were going to run through two million hogs next year, but I am afraid that is a little too high.

"A few years ago we had runs of 500,000 to 600,000 hogs, which were considered substantial business. We were coming in among the largest operators, for there were very few that exceeded that mark, and when we reached the million mark we had good reason to be proud.

Sales Force is an Asset.

"We feel that this is quite an achievement, especially so when we are able to market a large part of our merchandise direct to the jobber and the dealer.

"The greatest asset we have is our merchandising organization which is second to none. It compares with that of any packer in the country. It is because of this that last year and this year we stand at the head of all packing institutions in the showing in our statement that the different banks receive.

"Mr. O'Berg, in his statistics, reports a few thousand short of 200,000,000 pounds of product having been shipped out of here. Do you realize how different our results would have been if you and each person buying our products had paid, for instance, 25½¢ per lb. instead of 25¼¢?

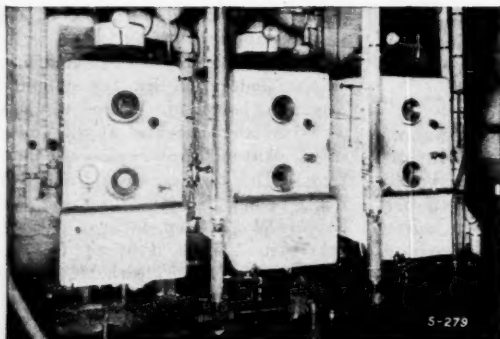
"A quarter of a cent a pound on 200,000,000 lbs. is half a million dollars. Our business is so voluminous that a small fraction of a cent can throw us on the red side or hold us on the right side. We are proud to say that, because we have our own markets, selling this product almost direct to the consumer and the dealer, we are always able to keep on the right side of the ledger.

"We have made a great many improvements. When you take into consideration that almost with the same facilities that

(Continued on page 47.)

SWENSON EVAPORATORS-

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The Problem of Distribution

Business has started out to find the
reason for the great spread between the
price received for agricultural products
and that paid by the consumer.

A project for bringing together man-
ufacturer, wholesaler and retailer in given
industries is announced by the Chamber
of Commerce of the U. S. The first step
will be a conference of representatives of
all three branches of activity, to be held
in Washington early in January.

At this conference the many problems
of distribution will be considered, and a
program of investigation formulated which
will be carried out by both business men
and economists.

The matter of feeding and clothing the
world naturally falls into three classes.
The first of these is production, the second
distribution, and the third consumption.
The first and third are fairly well de-
fined. While offering room for improve-
ment, they are in no such chaotic state
as is the field of distribution.

Much has been said by representatives
of the farmer about the wide spread be-
tween the price received for his prod-
ucts and the price paid by the ultimate
consumer. It has been a fruitful field
for political spellbinders, as well as for
those honestly interested in improving the
situation.

The farmer has been sure there was
"a nigger in the woodpile." In order to
rout him out, farmers in some sections
have provided their own marketing agen-
cies. In other instances a direct pro-
ducer-to-consumer arrangement is made,
presumably with the idea of eliminating
the middleman.

So far this elimination has been accom-
plished by replacing him with someone
from the ranks of the producers, who has
had less experience than the individuals
through whose hands the product former-
ly passed.

Farmer marketing agencies are still in
their infancy. They find their greatest
drawback in being operated by paid em-
ployees. Such organizations must com-
pete with agencies owned and operated
by individuals, whose incentive to do their
work is personal success rather than daily
hire. In most cases the private agency
has been the more successful, and has re-
turned a more satisfactory margin to the
producer.

Experiments so far made by the farmer
in the field of marketing, and in the elim-
ination of the middleman, tend to indicate
that the farmer's field of activity is pro-
duction. Distribution belongs to another
class.

The farmer's greatest need is to learn

how to become as clever a business man
as the distributor. When he does that
he will not need to operate a market
agency. He may find it advantageous to
market cooperatively with his fellows, but
not to attempt the problems of distribu-
tion as well as those of production.

A concerted attack on the problems of
distribution from within the ranks of the
distributors should bring results. After
the fault is once discovered and defined,
it will be found that the cooperation of
the other two great classes must be se-
cured in order to correct it. This applies
particularly to consumers and their de-
mand for specialized and highly conven-
ient service.

The meat industry will watch this move-
ment with great interest, in the earnest
hope that some real solution can be found.

Hog Runs and Human Nature

The size and quality of hogs runs at
the principal markets of the country of-
fers food for considerable speculation as
to the future.

Doubtless the unfinished condition of
the hogs received is due to the short corn
crop, and this shortage probably accounts
in part for the continued almost exces-
sive runs.

But the farmers who keep abreast of
market conditions—and many of them do
—are not likely to rush their hogs into
market and take the chance of a break
coming any day, when the odds are all in
favor of higher prices later on.

This is especially true when the fact is
considered that the poor quality of the
corn crop will necessitate even a larger
percentage being fed on the farms than
usual. Also that while the best hogs are
made with corn, they can be produced on
almost any feed raised, with the exception
of the coarsest roughage.

Farmers know that hogs are just about
their "best bet," and they are going to
raise them and finish them for market on
something.

Almost invariably November sees a con-
siderable increase in the hog runs, and the
heavier runs continue until the bulk of the
spring pig crop and the best of the early
fall crop is marketed.

There is a good deal of reason to be-
lieve that the hog runs will be smaller
than those of last year, but there is some
question whether hogs will be as scarce as
many traders would have packers believe
they will be.

The present is a fruitful time to con-
sider the element of human nature, not
only in the hog market, but in buying and
selling operations on the provision mar-
kets as well.

PRACTICAL POINTS FOR THE TRADE

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Making Souze or Sulze

A sausage maker in the South asks for information as follows:

Editor The National Provisioner:

Would you kindly send me formula and directions for making both No. 1 and cheaper grades of pan souze with gelatine?

Another inquirer asks for a first-class formula for making sulze, which is the German term for souze.

Formula for Souze.

Meats:

50 lbs. pickled pig snouts.
20 lbs. pickled pig skins.
20 lbs. dry-cured beef trimmings.
10 lbs. tripe.

100 lbs.

Seasoning:

8 oz. white pepper.
8 lbs. vinegar, 45 or 90 grain.
30 lbs. jelly water.

Cooking the Meats.—Cook the pig snouts and skins together for about two hours at boiling point in a steam-jacketed kettle. After being cooked, remove from the kettle, but allow the liquid to remain in it.

It is advisable to cook the meats in cooking nets, so that they may be easily removed when cooked. Then skim grease off top of meat liquid, and turn on steam and boil the liquid for about one hour, which will give it a strong consistency.

Cook the dry-cured beef trimmings for about one hour, depending on their size, in an ordinary cooking vat at boiling temperature.

Cook the tripe for about 2½ hours at boiling temperature in an ordinary cooking vat.

The steam-jacketed kettle should be elevated from the floor, so that the liquid may be drawn into a clean receptacle. Place three or four thicknesses of cheese cloth over the valve, so as to strain the liquid coming from the steam-jacketed kettle into the receptacle. To obtain a transparent color it is well to strain through cheese cloth two or three times.

Mixing.—Pig snouts may be chopped by hand, or machine ground through 1-inch plate of hasher.

Dry cured beef trimmings and tripe should be ground through ¾-inch plate of hasher.

Skins are to be ground through ¾-inch plate of hasher.

Then put the ground meats in the mixing truck, adding vinegar, pepper and meat liquid, and mix thoroughly in the truck with CLEAN meat shovels. When thoroughly mixed, place the mixture in a cooler at a temperature of from 36° to 40°, and allow it to remain there in the truck for about 1½ hours.

During this period the grease will rise to the top of the mixture, and it is a good practice to skim off the grease from the top of the mixture about three times during the 1½ hour period that the mixture remains in the truck.

Preparing for Market.—Then fill in pans or crocks, as desired, and allow to remain in the cooler for about 24 hours to thoroughly chill.

After the product is thoroughly chilled, remove it from the pans or crocks.

If filled in tins you may have a monogram on the bottom of the tin, which will show the firm name when the product is removed from the tin. It is customary to wrap in printed parchment paper.

You can place about three slices of lemon in the bottom of each tin, one piece in each end and at the center, which will appear with the monogram on top of the meat when removed from the tins. This makes the product look attractive on the display counter in the meat market.

Variations in Flavor.—There are various flavors for souze, and in some territories the onion flavor is desired. If this is the case in your territory, add one pound of peeled onion to each 100 lbs. of meat.

Warm Weather Methods.—In warm weather many concerns use edible gelatine, as the meat liquid has a tendency to melt. However, using 50 per cent gelatine and 50 per cent meat liquid should be about right. When using edible gelatine, take one part gelatine and six parts water, and after the gelatine is thoroughly

mixed with the hot water, strain through cheese cloth to get the desired transparency.

To Prepare High-Grade Product.

For the No. 1 grade of souze, experts recommend using nothing but pickled front pigs' feet.

The pickled front feet must be cooked at a boiling point until they are absolutely tender and so that the bones can be removed easily.

After the feet have been cooked and boned—and this should be done while they are hot—the boneless meat should be chopped by hand, cut coarse with a large knife, and placed in a clean receptacle.

During the cooking of the feet save the liquid. When the feet are removed from the cook kettle skim the cooking water, removing all grease from the top, then turn on the steam again and allow to boil for one hour. Strain through cheese cloth when removing from the kettle.

Then add about 50 per cent of this liquid and 50 per cent of gelatine solution, using just enough vinegar to give it a mild flavor. Mix the chopped coarse boneless pigs' feet with this liquid, adding about 6 oz. of pepper to each 100 lbs. of meat.

Then put in cooler and allow to cool off for about one hour, at a temperature of 36 to 40 degrees. Then fill this product into tins or crocks, as desired.

Curing S. P. Hams

A curer in the East writes as follows:

Editor The National Provisioner:

Will you please enlighten me on S. P. hams.

How could I cure a sweet S. P. ham without the help of a pump?

Is it necessary to make a hole with a steel close to the shank, stifle joint and aitch bone and fill it with saltpetre, so as to safeguard the ham and keep it from getting sour at the bone?

If necessary, how much saltpetre will a 10 to 12 lb. ham require?

Will pickling the ham without the use of a pump or saltpetre, as just mentioned, do the work? I hardly think so. You are in a position to give me the right information.

Hams can be cured in limited quantities without the use of a pickle pump.

It is necessary to make an incision with a steel skewer close to the shank, stifle joint, aitch bone and blood vein, so as to allow the pickle to penetrate more rapidly.

Hams must be thoroughly chilled, without freezing. An inside temperature of 35 degrees going into cure is very satisfactory. Just before placing in cure it is a good practice to rub the flesh side of the hams with a mixture of salt and saltpetre, and place in the curing container with the stifle joint up, as they will absorb the pickle more readily.

Pack just enough weight in each container to allow 5½ gal. of pickle to each 100 lbs. green hams. Then overhaul at 10, 15 and 30 days in cure.

If we knew your curing formula it might enable us to answer you further.

Curing S. P. Meats

More money is lost in poor curing than in almost any other line of meat manufacturing.

Too many curers operate on the "by guess and by gosh" plan—and then wonder what's the matter with their meats!

In the old days the best curing formulas were kept under lock and key, and there was supposed to be some mysterious power in them.

Today the best curers all know the best methods, and there are no secret formulas. The secret is in the intelligent use of the standard formulas.

Standard formulas and full directions for curing sweet pickle meats have been published by THE NATIONAL PROVISIONER. Subscribers can obtain copies by sending in the following coupon, accompanied by 2-cent stamp:

The National Provisioner:

Old Colony Bldg., Chicago, Ill.

Please send me copy of formula and directions for "Curing S. P. Meats."

Name

Street

City

Hold Pork Fresh Frozen

A packer in the West submits the following inquiry:

Editor The National Provisioner:

During the winter months we accumulate large quantities of hams and bellies, which we must hold over until the summer season. Consequently we are compelled to place same in sharp freezer.

Which is the most practical way to hold this product in freezer, fresh or cured?

How would it affect the finished product?

The most practical way is to continue freezing the product fresh. This is more economical, and the product will give greater satisfaction to the trade than if cured and then kept in freezer.

To substantiate this, we can refer the inquirer to the millions of pounds of frozen bellies that have been processed during the present year.

Use Care in Freezing.

In freezing fresh products, either bellies or hams, extra precaution must be given to this important work. To begin with, proper chilling of the hogs is essential. The bellies may be delivered from the cutting floor direct to the freezer, provided they are thoroughly chilled.

It is suggested that the inquirer wrap the bellies in paper, five to a package, placing the bellies skin to skin, carefully wrapping the paper around them. This keeps the product in a more sanitary condition, and avoids discoloration, as the paper will have a tendency to exclude air.

Careful attention must be given to the cleaning of ice from the coils during the freezing process. This must be done carefully, so as to avoid causing any leaks in joint of pipes, etc. Also keep freezer doors closed as much as possible, and in perfect repair.

Place the product on rack in freezer, allowing 4 inches of air space around all walls, columns, etc.

How to Wrap and Handle.

Each average should be wrapped and packed separately and piled separately in the freezer, so that any particular average may be drawn on when wanted.

The oldest product should be taken from the freezer first, and in order to do this an accurate age list should be kept on all freezer products.

It is much more satisfactory to freeze bellies and hams fresh, as they are always saleable in this condition. On the other hand, at the present time back-packed freezer stocks of hams are selling at a heavy discount under new vat cured stocks.

By freezing fresh, you may draw your stock from the freezer and cure as wanted, and always have a strictly new cured

Temperatures!

Do you watch them

In the hog scalding vat?

" " rendering kettle?

" " lard tank?

" " ham boiling vat?

" " sausage kitchen?

" " smoke house?

" " meat cooler?

" " tank room?

Or in a dozen other places in your plant?

If you do not, you are losing money every day.

Send a 2-cent stamp to THE NATIONAL PROVISIONER, Old Colony Building, Chicago, for copies of the three articles on "Temperature Control in the Meat Plant," which appeared in recent issues.

product to dispose of, either through your own plant or to supply the outside demand.

Whitewash for Stock Pens

The following inquiry is from a wholesale meat dealer in Western Canada:

Editor The National Provisioner:

Can you give me a good white wash formula and instructions for white washing stockyards? I would like to use a spray pump to do the work instead of the brush, if you can give me a formula that will work with a pump, and also will hold after applying.

Stock yard pens, at least in the big yards, are not white washed as a rule. They are generally sprayed with a disinfectant through a good spray pump.

White wash is used in sheep houses, however, and in some yards, especially in packers' stock pens.

There is no special formula. Simply take a fifty-gallon barrel, fill about one-third with good quick-lime, add sufficient water to cover lime well. Stir until lime is well slacked, then fill barrel with water.

In case solution appears a little thin, a little lime may be added. After standing a while, solution is screened into a clean barrel and is then ready for spraying.

Any good spray pump will handle white wash prepared in this way.

Handling Beef Bones

A foreman in an eastern provision establishment makes the following inquiry as to the utilization of beef bones:

Editor The National Provisioner:

We have about 2,000 lbs. of breast and rib bones of beef a day. Can we make it a paying proposition if we render these bones out and make bone meal? If so, what is the best way to make bone meal?

The inquirer states they produce about 2,000 pounds of breast and rib bones of beef daily, and are desirous of rendering the bones out and making bone meal.

Open Kettle Rendering.—Bones can be rendered in an open kettle, then grind the cooked bones. But in doing this the glue, concentrated tankage or "stick," and ammonia content are lost, and these are very valuable products.

Dry Melting.—Many packers are handling this product through the dry melter. By using a fair amount of skin and fat the bones can be used to advantage by producing cracklings and saving the oil. A dry melter will accommodate about 3,000 lbs. for one charge. In addition to the dry melter, it would be necessary to install a press and pump.

Grinding Green Bones.—The inquirer could solve his difficulty at small expense—providing he can find an outlet in sufficient volume for ground bones as poultry food—by installing a bone grinder. There is a good demand for ground green bones from poultry-raisers.

Pressure Cooking.—Probably the best results in the utilization of the 2,000 lbs. of bones available per day would be to cook them for bone meal and tallow in a closed pressure tank for about eight hours at between 20 and 40 pounds pressure.

The resultant tank water may be evaporated as usual, providing the plant is equipped with an evaporating unit, and the tallow should be a good prime grade.

The resultant bone meal should be dried and ground up uniformly and sacked for shipping.

Of course the quality of the bone meal, tallow, etc., will depend largely upon the care that is used in handling these products. The bones should be handled as freshly as possible, and shipped clean and sweet.

Do you use this page to get your questions answered?

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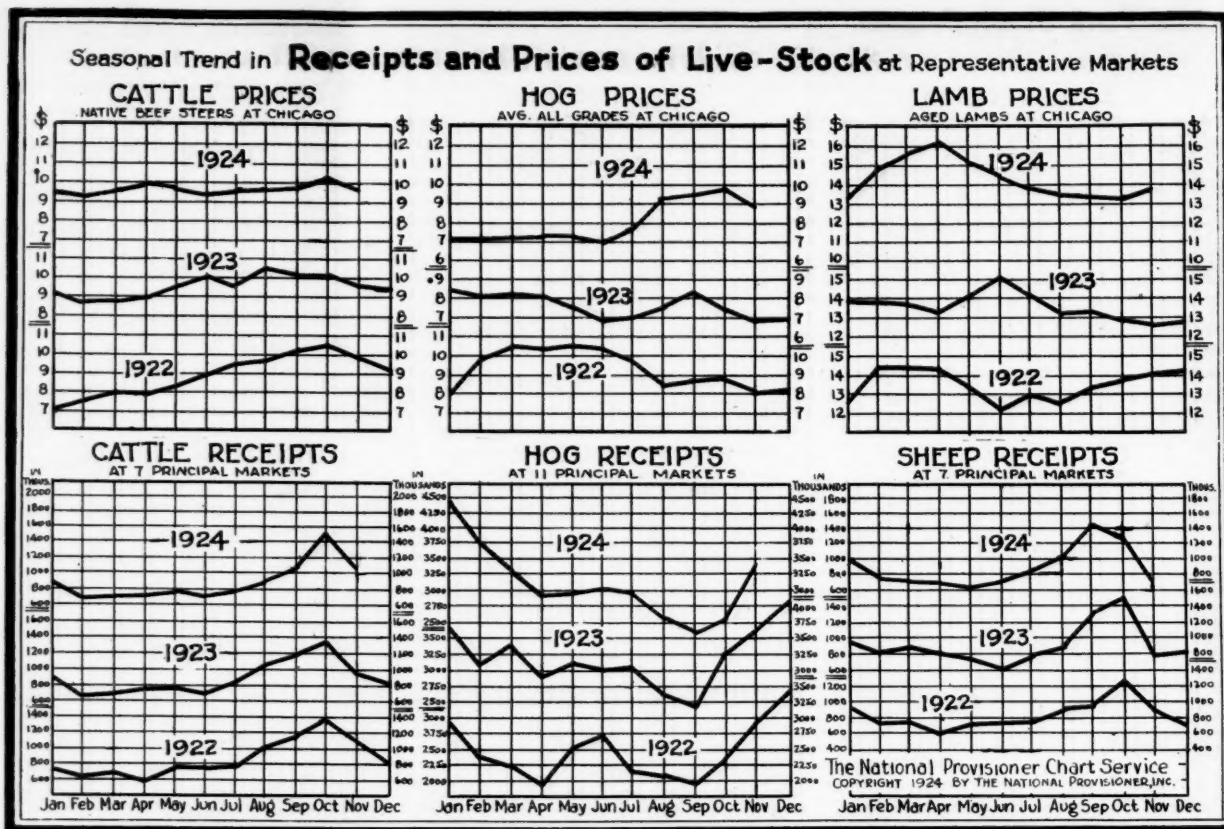
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"Buy Direct From the Mill"



This chart in THE NATIONAL PROVISIONER MARKET SERVICE series shows the seasonal trends of receipts and prices of live-stock at representative markets for the year to December 1, with comparisons for the two years previous.

Cattle and lamb receipts during 1924 moved in almost exactly parallel lines with those of one and two years ago. Hog receipts were high in the early months of the year, but gradually declined to a seasonal low point in September, when they again increased, and were still on the upward movement on December 1.

The curve for the year's receipts varied from those of the two years previous. The runs in the early months of the year were exceptionally heavy, and the upward trend from the September low was not so sharp until November. In both 1923 and 1922 the trend upward was marked, beginning early in October.

The price story on all classes of livestock is somewhat different to that of receipts. Cattle prices have shown no marked fluctuation during the year, with the exception of the October high on fed cattle. Lambs showed an upward trend from the beginning of the year to a high point in April, when they began a slow decline, which was not checked until November.

Hogs moved at a fairly even average price through the first six months of the year, but took a sharp upward turn in July, which continued until the heavy receipts of light and unfinished hogs in November caused a decline.

Under ordinary conditions the high point of receipts can be expected in January, when a gradual decline to the spring months is usually evident. This year, owing to the short corn crop, the fall pigs are likely to be developed later than usual, and the winter and spring runs may contain relatively few well-finished hogs.

It is evident from this chart that demand plays an important part, as well as receipts.

LIVERPOOL PROVISION STOCKS.

(Special Report to The National Provisioner.)
Stocks on hand at Liverpool, England, on December 1, 1924, as estimated by the Liverpool Trade Association, with comparisons, are as follows:

	Dec. 1, 1924	Nov. 1, 1924	Dec. 1, 1923
Bacon, boxes	2,460	3,359	21,562
Hams, boxes	5,851	2,947	3,000
Shoulders, boxes	425	151	1,129
Lard (tierces) P. S. W.	1,514	1,504	986
Lard (refined) tons	2,785	2,380	252

Imports into Liverpool for the month of November:

18,795 boxes bacon, including shoulder
17,553 boxes hams
82,144 cwt. lard

The approximate weekly consumption of Liverpool stocks is as follows:

	Bacon, boxes	Hams, boxes	Lard, tons
November, 1924	4,528	3,418	863
December, 1924	5,288	3,183	1,132
November, 1923	7,228	4,227	1,061

BRITISH PROVISION MARKET.

(Special Letter to The National Provisioner.)

Liverpool, England, Nov. 29, 1924.—The market on bacon this week has been very quiet, with only hand-to-mouth buying going on. Danish bacon is again in free offering and prices have eased a further 6/- to 8/- per cwt. this week. Irish is in moderate supply, and Canadian Wiltshires only find a limited sale. There have been very small arrivals of American bacon, but despite this and firmer advices from Chicago the market is very dull, orders received being very small. Cumberlands and Wiltshires are easier on the week, but clear bellies, long clears, and S. C. backs all being in very short supply, still remain at nominal prices.

Hams have a disappointing demand and there are easier sellers about with fair supplies available. Shoulders are in quiet request, but picnics are scarce and have a firm tone.

Lard on spot is steady but the consumptive demand is disappointing.

STORAGE STOCKS IN U. S.

The stocks of meat and lard in storage on December 1, 1924, are announced by the U. S. Bureau of Agricultural Economics as follows:

	Dec. 1, '24	Nov. 1, '24	5 year Av.
	lbs.	lbs.	Dec. 1, lbs.
Beef, frozen	76,765,000	45,857,000	104,054,000
Cured	9,034,000	8,808,000	23,077,000
In cure	14,537,000	12,579,000	
Pork, frozen	48,656,000	42,561,000	51,645,000
D. S. cured	28,334,000	35,085,000	129,439,000
D. S. in cure	50,238,000	46,375,000	
S. P. cured	100,418,000	106,489,000	277,564,000
S. P. in cure	199,546,000	177,221,000	
Lamb and mutton, frozen	3,432,000	3,166,000	15,856,000
Misc. meats	67,175,000	57,619,000	64,277,000
Lard	35,042,000	31,706,000	39,131,000

*Prior to 1920, figures for cured meats included those for meats still in process of cure.

LARD AND GREASE EXPORTS.

Exports of lard from New York, December 1 to December 10, were 14,785,827 lbs.; tallow 418,800 lbs.; greases 2,220,800 lbs.; stearine, none.

PROVISIONS AND LARD

WEEKLY REVIEW

All articles under this head are quoted by the barrel, except lard, which is quoted by the hundredweight in tierces, pork and beef by the barrel or tierce and hogs by the hundredweight.

Hog Movement Large—Prices Unsettled Product Strong—Futures at New High Levels.

The conditions underlying the provision market have again been those of heavy marketing by the country, while spot and future product have been strong and prices have steadily advanced. The average weight for the hogs at Chicago last week reflected the poorer quality again with the average weight 227 pounds against 235 pounds last year.

The question of weights is being most carefully studied and the importance of this factor is having a great deal of influence on the general action of values. The latest Government report of the average weight shows in Chicago a loss of 14 lbs. compared with last year; East St. Louis a gain of 7 lbs.; Fort Worth a gain of 30 lbs.; Kansas City a gain of 10 lbs.; Omaha a loss of 19 lbs. and St. Paul a loss of 6 lbs.

Average Hog Weights Important.

The fact appears to be that the average weights are less than hoped for, so that the situation is one of considerable importance in the total production of the hogs both as to meats and lard. Notwithstanding this factor on account of the movement of hogs, the October lard production was 8,000,000 lbs. in excess of the five year average, although 25,000,000 lbs. less than last year.

The number of hogs in the country is again being discussed and there has been disposition to study the Government figures of increase and decrease by month since January 1. These figures, available to the first of September, show as a result of the increase in farrowings on farms, a gain of only 12.5% in the total number on farms as of September 1 over the January figures, against an increase of 22.7% last year, a difference when applied to the January 1 totals of about 10,000,000 hogs.

These figures however, have in no way yet been reflected in the hog movement. For the ten months ended with November 1, the receipts of hogs at the 64 principal markets have been 43,906,000, a decrease of only 182,000 compared with last year's phenomenal record.

Fewer Hogs Slaughtered.

Slaughtering, however, showed a decrease of 875,000, with the total 27,720,365. This decrease in slaughter is possibly a reflection of an actual falling off in the movement. The slaughter under Federal inspection for nine months has been 38,133,000, against 37,761,000 last year. The average live weight of these 38,133,000 hogs was 227.36 lbs. against 228.93 lbs. last year and the average dressed weight 172.02 against 176.11.

The loss of 4.07 lbs. has resulted in a total loss in the gross products. The gross products for the period has been

6,508,924,000 lbs. against 6,622,053,000 lbs. last year. As the increase in the total slaughter has been 372,000 lbs., it will be noted that a loss of only a few pounds in the weight makes a very important difference in the actual results.

The hog-corn ratio in October was a little more favorable for the hog raiser, but the gain is not very satisfactory. The figures for the October hog-corn ratio of 8.7 compare with 7.7 the previous month, 8.8 last year and a 1910-22 average for October of 11.55.

More Meat Being Consumed.

The Government estimate of the consumption of Federal inspected meats per capita during the month of September, 1924, showed a total of 5 lbs. pork products compared with 4.8 in August and 5.1 last year. The amount of hog products consumed was 565,000,000 lbs.; beef and veal, 481,000,000 lbs.; lamb, 42,000,000 lbs.; grand total, 1,088,000,000 lbs.; an average of 9.7 lbs. per capita against 9.1 lbs. in August, and 9.4 lbs. a year ago.

The export movement of hog products is showing a little improvement and the exports as reported for the past week were: lard, 14,162,000 lbs., against 17,931,-

000 lbs. last year; meats, 17,091,000 lbs., against 15,114,000 lbs. a year ago. As usual the principal destination of the lard shipments was the Continent and the principal destination of the meat shipments was the United Kingdom.

Exporters seem to be of the opinion that there will be a pretty steady movement of export products notwithstanding the advance in price, and that there will be sufficient demand for product to be a very material factor in the price situation, notwithstanding the higher range of prices and the readiness with which product advances.

Storage Stocks Decreasing.

A study of the figures of stocks for the beginning of December at the principal points shows that the distribution is in excess of the production even during the important month of November. The total supply of meats decreased 8,000,000 lbs. and lard decreased 2,000,000 lbs. There is however, a belief expressed in some circles that there will be an increasing tendency in stocks with the liberal country kill which usually takes place in December.

Compared with previous months the slaughter on farms is the largest of the year, in December amounting to about double the October slaughtering and nearly 50% more than the November. The figures this year compared with last year are quite interesting, showing that up to September 1st. and beginning with the first months of the year there has been a decided decrease in the farm slaughtering compared with last year.

Lard interests have been studying the action of the lard market and the oil market. From the low point in early November, January lard has advanced about 2½¢ per pound and January oil has advanced barely 1½¢ per pound. In early November lard was only about 3½¢ a pound over January oil, while this week it has shown a premium of about 5¢ over January oil.

The possible effect of this premium on the distribution of lard is one of the questions which will have a most direct bearing on lard prices. With a cotton crop over 13,000,000 bales or about 3,000,000 bales more than last year, approximately 30 per cent, a corresponding increase in the output of oil would mean a very serious competitor with the lard consumption. It may be possible that at the relative price export interest will swing to oil, and there will be less export demand for lard as the season advances.

PORK—The market was very firm, with light supplies in the east with mess New York \$34.00@35.00; family, \$32.00@36.00; short clears, \$34.00@40.00. At Chicago mess was quoted at \$31.00.

LARD—The market was very strong with demand fair and stocks small. At New York prime western was quoted at 16.90@17.05; middle western, 16.80@16.90; city, 16½¢@16¾¢; refined continent, 17½¢; South American, 18¢; Brazil kegs, 19¢; compound, 13½¢. At Chicago regular lard in round lots was quoted at Dec. price; loose lard .75 under Jan., and leaf lard .97½ under Jan.

BEEF—The market was steady with demand fair, mess New York, \$17.00@18.00; packet, \$17.00@18.00; family, \$20.00@22.00; extra India mess, \$34.00@36.00; No. 1 canned corn beef, \$2.25; No. 2, six-pounds, \$15.00; pickled tongues, \$55.00@65.00, nominal.

SEE PAGE 37 FOR LATER MARKETS.

PORK PRODUCTS EXPORTS.

Exports of pork products from principal ports of the United States during the week ending December 6, 1924, are reported by the U. S. Department of Commerce as follows:

	—Week ending—		Jan. 1, '24	
	Dec. 6, 1924.	Nov. 22, 1924.	Dec. 6, 1924.*	Nov. 22, 1924.*
Total	1,256	1,129	2,558	286,852
To Belgium	18	75	15	432
Germany	24	75	853	2,212
Netherlands	776	606	2,208	232,891
United Kingdom	199	150	26	5,583
Other Europe	202	253	208	14,833
Canada	37	39	41	5,455
Other Countries	37	39	41	5,455

Bacon, Including Cumberlands.				
Total	5,303	4,801	5,448	319,039
To Belgium	501	120	11	11,674
Germany	293	177	1,148	47,470
Netherlands	88	62	167	21,372
United Kingdom	4,117	3,822	3,493	136,265
Other Europe	237	195	519	71,196
Canada	63	92	53	5,807
Cuba	1,604	1,983	1,584	21,362
Other Countries	328	525	151	68,358

Lard.				
Total	10,546	8,468	15,851	879,590
To Belgium	920	191	269	30,698
Germany	1,080	1,391	6,718	289,183
Netherlands	918	593	1,337	64,783
United Kingdom	4,005	3,106	3,968	221,744
Other Europe	1,279	619	1,824	107,831
Canada	352	60	53	10,672
Cuba	1,604	1,983	1,584	86,321
Other Countries	328	525	151	68,358

Pickled Pork.				
Total	147	251	105	26,538
To Belgium	9	9	333	333
Germany	24	24	1,247	1,247
Netherlands	22	80	4,438	4,438
United Kingdom	10	50	2,661	2,661
Other Europe	57	51	96	5,769
Canada	352	60	53	10,672
Cuba	1,604	1,983	1,584	86,321
Other Countries	328	525	151	68,358

WEEK ENDING DECEMBER 6, 1924.

	Hams and shoulders	Bacon	Lard	Pickled pork
	M pounds.	M pounds.	M pounds.	M pounds.
Boston	54	164	64	...
Detroit	639	508	365	...
Port Huron	281	35	51	...
Key West	201	...	1,406	...
New Orleans	38	4	499	25
New York	43	4,592	7,646	56
Philadelphia	55	...
Portland, Me.

*Revised to October 31, including exports from all ports.



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(107)

NOVEMBER MEAT SUPPLIES.

Receipts of livestock at nine leading centers during November, 1924, with comparisons, were officially reported as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Chicago	514,374	54,976	1,061,896	317,907
St. Louis	101,703	31,446	354,971	25,454
Kansas City	238,290	61,214	241,060	66,029
Omaha	127,444	9,906	232,450	137,415
Sioux City	57,089	4,199	237,582	37,153
St. Joseph	48,007	10,080	206,890	61,088
St. Paul	120,014	42,522	300,694	85,772
Wichita	41,316	14,790	52,925	4,129
Denver	91,891	7,746	31,856	308,719
T'l, Nov. '24. 1,140,128	236,879	2,784,243	1,044,506	
T'l, Nov. '23. 1,063,201	237,783	2,980,207	1,023,106	

Receipts at nine leading centers for the first 11 months of 1924, with comparisons, are reported as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Chicago	2,807,112	721,587	9,007,146	6,781,876
St. Louis	940,203	324,557	4,131,018	458,559
Kansas City	2,266,406	530,512	2,588,758	1,462,645
Omaha	1,631,027	97,550	3,541,834	2,648,733
Sioux City	730,373	35,177	3,253,898	258,507
St. Joseph	556,000	108,752	1,940,543	1,009,554
St. Paul	722,867	483,083	3,168,881	427,011
Wichita	280,934	71,017	674,525	80,288
Denver	522,224	58,425	518,300	1,941,723
Total, 11 mo., 1924	10,517,236	2,428,500	28,814,902	15,008,806
Total, 11 mo., 1923	10,876,242	2,504,593	28,570,097	11,946,780

Slaughters at eight points for November, 1924, with comparisons, are officially reported as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Chicago	216,217	49,758	719,000	227,191
Kansas City	114,854	28,766	169,115	45,198
Omaha	77,153	5,113	175,355	92,597
Sioux City	27,843	3,558	166,210	25,631
St. Joseph	31,352	6,648	117,690	46,238
St. Paul	51,397	42,697	280,062	58,949
Wichita	10,515	3,663	51,142	2,114
Denver	12,319	2,690	25,690	9,036
T'l, Nov. '24. 541,641	142,893	1,757,564	506,864	
T'l, Nov. '23. 447,210	141,814	2,050,954	491,200	

Slaughters at six leading centers for the first 11 months of 1924, with comparisons, are officially reported as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Chicago	1,927,977	682,811	6,431,061	2,561,347
Kansas City	1,050,879	553,616	1,630,897	972,797
Omaha	954,447	57,425	2,754,434	1,458,698
Sioux City	325,913	32,830	1,973,534	155,351
St. Joseph	347,482	83,480	1,302,626	744,811
Denver	116,824	26,494	416,635	160,746
Total, 11 mo., 1924	4,723,522	1,235,656	14,569,187	6,053,750
Total, 11 mo., 1923	4,991,837	1,776,250	15,075,795	5,912,962

How do hog shrinkages vary according to the length of time held in the cooler? Ask **THE BLUE BOOK**, the "Packer's Encyclopedia."

STORAGE STOCKS AT 7 MARKETS.

Stocks of provisions at Chicago, Kansas City, Milwaukee, Omaha, St. Joseph, St. Louis and East St. Louis on November 30, 1924, are reported as follows, with comparisons, in thousands of lbs., (000 omitted):

	Dec. 1, 1924	Nov. 1, 1923	Dec. 1, 1923
D. S. meats	26,242	37,509	35,847
S. P. meats	121,477	121,509	152,231
Total cut meats	161,662	169,549	211,504
Lard	16,597	17,206	13,583
D. S. bellies	20,374	32,006	28,472
S. P. bellies	19,200	18,897	33,094
S. P. hams	46,980	48,155	53,982
S. P. skinned hams	44,905	44,757	50,940
S. P. picnics	9,890	9,334	13,466
Fat backs	1,890	2,087	6,147

EXPORTS OF PROVISIONS.

Exports of provisions from Atlantic and Gulf ports for the week ending December 6, 1924, with comparisons:

	Week ended Dec. 6, 1924.	Week ended Dec. 8, 1923.	From Nov. 1, 1924, to Dec. 6, 1924.
United Kingdom	50	225	431
Continent	210	275	1,005
West Indies	150	275	212
B. N. A. Colonies .....	...	...	120
Total	410	500	1,768

	Week ended Dec. 6, 1924.	Week ended Dec. 8, 1923.	From Nov. 1, 1924, to Dec. 6, 1924.
United Kingdom	14,069,310	11,329,800	63,207,310
Continent	769,200	13,285,200	7,722,700
West Indies	14,000	...	31,500
B. N. A. Colonies .....	...	...	31,000
Other countries .....	...	...	335,000
Total	14,843,510	24,615,000	71,327,510

	Week ended Dec. 6, 1924.	Week ended Dec. 8, 1923.	From Nov. 1, 1924, to Dec. 6, 1924.
United Kingdom	4,852,181	4,478,477	22,072,720
Continent	7,617,297	14,101,804	26,698,511
Sth. and Ctl. Amer.	105,488	...	512,000
West Indies .....	...	...	437,003
Other countries .....	...	...	18,004
Total	12,664,966	18,580,281	49,706,238

	From—	Pork, bbls.	Bacon and hams, lbs.	Lard lbs.
New York	200	5,109,510	11,047,086	
Boston .....	...	3,757,000	315,000	
Philadelphia .....	...	14,000	2,000	
Baltimore	150	7,993,000	955,000	
Montreal	410	14,843,510	12,694,986	
Total week	281	15,431,750	10,029,284	
Previous week	569	13,059,000	6,814,548	
Cor. week, 1923	500	24,610,100	18,580,281	

Comparative summary of aggregate exports in lbs., from Nov. 1, 1924, to Dec. 6, 1924:

	1924-1924.	1923-1923.	Decrease.
Pork, lbs.	253,600	933,200	579,600
Bacon & Hams, lbs.	71,327,510	110,928,575	39,601,065
Lard, lbs.	49,706,238	83,042,802	33,336,564

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TALLOW, STEARINE, GREASE AND SOAP

WEEKLY REVIEW

TALLOW—The market the past week has been quiet but strong, with prices $\frac{1}{4}$ c higher than a week ago, and at the best levels of the season. Limited offerings, demand from consumers, and absence of pressure from other competitive directions, forced buyers into the market at the asking prices. While a liberal turnover was believed to have developed, it was noticeable that the tendency on the part of producers was to advance levels at every opportunity.

Manufacturers are reported still well sold ahead, and are extremely confident of their position, while the buyers are reluctant in bidding the market up on themselves. The strength in all other directions continues, and was one of the outstanding factors. At New York special was $10\frac{1}{2}$ c nominal, extra loose held at $10\frac{1}{4}$ c, and edible at $11\frac{1}{4}$ @ $11\frac{1}{2}$ c.

At Chicago the tallow market was rather quiet, but with a strong undertone, with prime packer 10 @ $10\frac{1}{4}$ c, fancy at $10\frac{1}{2}$ c and edible $10\frac{1}{2}$ @ $10\frac{3}{4}$ c.

At the London auction on Wednesday, Dec. 10th, 914 casks were offered of which 781 sold at an advance of three pence to a shilling compared with the previous week. Mutton was quoted at 52s@53 9d—beef at 51s@53s, and good mixed at 50s@50s 6d.

At Liverpool the Australian tallow market was again unchanged for the week with prime quoted at 49s 3d, and good mixed at 48s.

STEARINE—The market was moderately active and steady with sales reported at twelve cents, with demand rather quiet, but with the future prospects rather good. With lard five cents premium over cotton oil, and compound at least three cents under pure lard, both compound and stearine should be in demand later in the season. At New York oleo was quoted at 12c, and at Chicago $11\frac{1}{2}$ @ 12 c.

OLEO OILS—The market was moderately active and firmer with extra New York $17\frac{1}{4}$ c nominal, medium $14\frac{1}{4}$ c, lower grades $16\frac{1}{4}$ c sales, according to reports. At Chicago extra was quoted at 17c.

SEE PAGE 37 FOR LATER MARKETS.

LARD OIL—Demand was fairly good and the market steady with continued strength in raw materials. At New York edible was quoted at $18\frac{1}{4}$ c, extra winter $17\frac{1}{4}$ c, extra $15\frac{1}{4}$ c, extra No. 1 $13\frac{3}{4}$ c, No. 1, 13c, and No. 2, $12\frac{1}{4}$ c.

NEATSFOOT OIL—Demand was rather routine, but there was no pressure on the market, with manufacturers busy filling sales ahead. At New York pure was quoted at $15\frac{1}{4}$ c, extra at $13\frac{3}{4}$ c, No. 1 at 13c, and cold-pressed $18\frac{1}{4}$ @ $18\frac{1}{2}$ c.

GREASES—A rather indifferent demand featured the greases again this week, but the market ruled very steady with little or no pressure from sellers, owing to the strength in all other greases, and owing to reports of limited production. Sentiment is a little mixed, and buyers are inclined to hold off, but in some quarters this is believed to be due entirely to the approaching holidays, and it is felt that a good revival in trade will follow the turn of the year, especially so if the strength in other allied commodities continues.

At New York yellow and choice house were quoted at 9 @ $9\frac{1}{4}$ c, A White 10c, B White $9\frac{1}{2}$ c, and choice white for export 13 @ $13\frac{1}{4}$ c. Bids of $12\frac{3}{4}$ c are reported to have been turned down.

At Chicago a steady market in greases was reported. Loose white grease sold at $11\frac{1}{2}$ c f.o.b. Chicago at the close of last week, and was stronger in sympathy

with lard. Buyers were bidding $13\frac{3}{4}$ c c.a.f. New York, for choice white grease Chicago. At Chicago brown was quoted at 8 @ $8\frac{1}{4}$ c, yellow 9 @ $9\frac{1}{4}$ c, A White $10\frac{1}{2}$ @ 11 c, B White $10\frac{1}{2}$ c, and choice white $12\frac{1}{4}$ c.

Packinghouse By-Products

Blood.

Chicago, December 11, 1924.

The blood market is somewhat easier, but buyers do not seem to be much interested, even in spite of the easier market.

	Unit ammonia.
Ground	\$3.50@3.60
Crushed and unground	3.40@3.50

Digester Hog Tankage Materials.

This market is a little more steady, and a firmer tone has developed at the present market.

	Unit ammonia.
Ground, 10 to 12%, ammonia	\$3.35@3.50
Unground, 11 to 13%, ammonia	3.00@3.25
Unground, 7 to 10%, ammonia	2.65@2.90

Fertilizer Tankage Materials.

The fertilizer tankage materials market is a little lower in sympathy with the low market for feeding tankage materials.

	Unit ammonia.
High grade, ground, 10-12%, ammonia	\$2.80@3.00
Lower grade, ground, 6-9%, ammonia	2.50@2.70
Medium to high grade, unground	2.40@2.60
Lower grade, unground	2.00@2.30
Hoof meal	2.80@2.90
Grinding hoofs, pigs toes, dry	27.00@33.00

Bone Meals.

There is not much doing in the bone meals market. This is between seasons for bone meals, and the market is about on a level.

	Per ton.
Raw bone, meal	\$28.00@30.00
Steam, ground	20.00@22.00
Steam, unground	15.00@17.00

Cracklings.

The crackling market is easy. Eastern markets are reported very easy, and not much buying interest is manifested here.

	Per ton.
Pork, according to grease and quality	\$50.00@55.00
Beef, according to grease and quality	30.00@45.00

Bones, Horns and Hoofs.

This market is about the same. There is a good demand for hoofs, while bones are about steady.

Horns, unassorted	\$ 75.00@200.00
Culls	30.00@32.00
Hoofs, unassorted	32.00@35.00
Round shin bones, unassorted	47.50@52.50
Flat shin bones, unassorted	37.50@42.50
Thigh bones, unassorted	50.00@55.00

(NOTE.—Foregoing prices are for mixed carloads of materials indicated above.)

Glue and Gelatin Stock.

The market on jaws, skulls and knuckles is around \$30.00@31.00. Glue bones are firm, and junk bones are around \$25.00.

	Per ton.
Calf stock	\$28.00@29.50
Edible pig skin strips	80.00@85.00
Rejected manufacturing bones	33.00@35.00
Horn piths	23.00@25.00
Cattle jaws, skulls and knuckles	30.00@31.00
Junk and hotel kitchen bones	25.00@26.00
Sinews, plazes and hide trimmings	21.00@23.00

Animal Hair.

There is a little trading in hog hair, although offerings are rather scarce.

Coll dried, lb.	3 @ $3\frac{1}{4}$ c
Processed, lb.	$6\frac{1}{2}$ @ $8\frac{1}{4}$ c
Dyed	$9\frac{1}{2}$ @ 12 c
Cattle switches (110 to 100) each.	3 @ $3\frac{1}{2}$ c
Horse tails, each	12 @ 90 c
Horse mane hair, green, lb.	12 @ 13 c
Unwashed dry horse mane hair, lb.	20 @ 22 c
Pulled horse tail hair, lb.	55 @ 65 c

Pig Skin Strips.

Prices continue to work higher, sales of No. 1 tanner grades mostly 6c to $6\frac{1}{2}$ c per lb. basis, Chicago.

EASTERN FERTILIZER MARKETS.

(Special Report to The National Provisioner)

New York, December 10, 1924.—Stocks of tankage are heavier than they have been in the local market for some time. Sellers are asking \$3.50 & 10c for 10% Ground with little interest being shown by buyers.

The recent rise in the price of acid phosphate seems to the most talked of subject in the market and sales are reported on the basis of the new quotations. The production of sulphate of ammonia is increasing due to the increased production of the steel plants and offerings are more plentiful but prices are holding firm.

There is hardly any demand for blood and cracklings find but few buyers.

CHEMICALS AND SOAP SUPPLIES.

(Special Report to The National Provisioner.)

New York, Dec. 9, 1924.—Latest quotations on chemicals and soapmakers' supplies:

Seventy-six per cent caustic soda, \$3.76 @ 3.91 per cwt.; 98 per cent powdered caustic soda, \$4.16@ 4.56 per cwt.; 58 per cent carbonate of soda, \$2.04@ 2.44 per cwt.

Clarified palm oil in casks of 2,000 lbs., $10\frac{1}{2}$ c lb.; olive oil foots, $9\frac{1}{4}$ @ 10 c lb.; East Indian Cochin coconut oil, 17c lb.; Cochin grade coconut oil, domestic, $12\frac{1}{4}$ c lb.; Ceylon grade coconut oil, $11\frac{1}{4}$ c lb.

Prime summer yellow cottonseed oil, $12\frac{1}{2}$ @ 13 c lb.; soya bean oil, 14c lb.; red oil, 11 @ $11\frac{1}{4}$ c lb.

Extra tallow, f.o.b. seller's plant, 10c lb.; dynamite glycerine, nominal $17\frac{1}{4}$ c lb.; saponified glycerine, nominal, $13\frac{1}{4}$ @ $13\frac{1}{2}$ c lb.; crude soap glycerine, nominal, 12@ $12\frac{1}{4}$ c lb.; chemically pure glycerine, nominal 19c lb.; prime packers grease, nominal, $9\frac{1}{2}$ @ $9\frac{3}{4}$ c lb.

TEN CARS "BOSS" MACHINERY.

The constantly growing demand for "Boss" machines and "Boss" packing-house equipment is demonstrated by The Cincinnati Butchers' Supply Company shipping ten carloads of machinery within the last two weeks. This is a carload a day, not counting the halfdays on the two Saturdays.

One car was shipped to Pennsylvania, two cars to South America, three cars to Ohio, two cars to Maryland, and two cars to New York state. These latter were the last of seven cars shipped to one firm.

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SOUTHERN MARKETS.

New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., Dec. 11, 1924.—Active and advancing markets in crude; numerous sales at $9\frac{1}{2}$ @ $9\frac{5}{8}$ c, Valley; $9\frac{3}{4}$ @ $9\frac{1}{2}$ c, Texas; mills expecting 10c soon. Refined firm, demand good. Thirty-six per cent meal, \$37.50; 41 per cent meal, \$39.50; 43 per cent meal, \$41.50; loose hulls, \$10.50; sacked hulls, \$14.50, all delivered New Orleans.

Dallas.

(Special Wire to The National Provisioner.)

Dallas, Tex., Dec. 11, 1924.—Prime cotton seed delivered Dallas, \$42.00; prime crude cotton seed oil, f.o.b. Dallas, $9\frac{1}{4}$ c; 43 per cent cake meal, \$39.00; hulls, \$7.50; linters, $3\frac{1}{2}$ @6c.

Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., Dec., 11, 1924.—Crude somewhat easier and Dec. is offered today at $9\frac{1}{2}$ c, Valley, with $9\frac{3}{4}$ c bid. Forty-one per cent meal is selling at \$38.00, Dec. and Jan., Memphis; loose hulls, \$8.50.

VEGETABLE OIL MARKETS.

COCOANUT OIL—The market has been moderately active and slightly easier with offerings reported larger and with claims of fair sized sales at $9\frac{1}{2}$ c sellers' tanks Jan.-Mar. shipment from the Pacific coast. The strength in tallow and other oils, however, checked the declining tendency. At New York Ceylon barrels quoted $11\frac{1}{2}$ @ $11\frac{3}{4}$ c; tanks Pacific Coast $9\frac{3}{4}$ c; tanks New York $10\frac{1}{4}$ c; Cochin bar-

rels New York $12\frac{1}{2}$ c; edible barrels New York $13\frac{3}{4}$ c@ 14 c.

SOYA BEAN OIL—The market was quiet and steady with available supplies small and with demand more or less routine. At New York crude barrels quoted 13 @ $13\frac{1}{2}$ c; tanks New York nominal; Tanks Pacific coast 12c, edible barrels New York $13\frac{3}{4}$ @ 14 c.

PEANUT OIL—There was evidence of a better demand for this oil, but offerings were limited, and scarce and the market difficult to accurately quote.

CORN OIL—A rather firm tone continued helped by the strength in cotton oil but due more to a better demand from consumers for crude corn oil. Sales f.o.b. mills were reported at $10\frac{1}{2}$ c and sellers advanced ideas $\frac{1}{8}$ to $10\frac{1}{4}$ c. At New York crude barrels quoted $12\frac{1}{2}$ @ 13 c, refined barrels $13\frac{1}{2}$ @ $13\frac{3}{4}$ c, cases 13.88 Crude buyers tanks f.o.b. mills $10\frac{1}{4}$ c.

PALM OIL—The market was rather quiet and barely steady, with demand limited. Cabled offerings were easier, and sales of Lagos, Dec. forward shipment,

reported at 9.30c c.i.f. New York. At New York Lagos spot was quoted at 10c nominal, Niger spot $8\frac{3}{4}$ @ 9 c, Niger forward shipment $8\frac{5}{8}$ c c.i.f. New York.

PALM-KERNEL OIL—The market was dull but very steady, with imported New York $10\frac{1}{2}$ @ $10\frac{1}{4}$ c.

SESAME OIL—A lack of interest featured this market with spot supplies almost nil, and with spot oil nominally quoted at $14\frac{1}{4}$ @ $14\frac{3}{4}$ c, with oil for shipment sparingly offered and attracting little or no attention.

COTTONSEED OIL—Demand fair and market firm with futures. P. S. Y. quoted $11\frac{1}{2}$ @ 12 c, carlots, while re-sales of butter oil in the east were reported at $11\frac{3}{4}$ c. Crude, southeast and Valley, $9\frac{1}{2}$ c bid—Texas $9\frac{1}{2}$ c sales, and tight.

OCT. MARGARINE STATISTICS.

Following are the figures of actual production of margarine for the month of October, 1924, as reported by margarine manufacturers to the U. S. Department of Agriculture.

The reports of the Bureau of Internal Revenue are estimates based on the value of stamps sold during the month and are not given in this report:

UNCOLORED MARGARINE.		
	October, 1924	October, 1923
Exclusively animal	35,281	38,802
Exclusively vegetable	8,539,967	9,869,885
Animal and vegetable	10,420,337	11,491,589
COLORED MARGARINE.		
Exclusively animal	.....	.....
Exclusively vegetable	278,291	280,606
Animal and vegetable	692,928	656,102
	19,986,534	22,336,544

There was a decrease of 2,349,710 pounds in October, 1924, over the corresponding month a year ago, or about $10\frac{1}{2}$ per cent.

Tax or Accounting Advice

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VEGETABLE OILS WEEKLY REVIEW

THE NATIONAL PROVISIONER is Official Organ of the Interstate Cottonseed Crushers' Association, the Texas Cottonseed Crushers' Association, South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association and the Mississippi Cottonseed Crushers' Association.

Market Strong—Some New Highs—Crude Tight—Lard Strength the Feature—Cash Trade Moderate—Sentiment Mostly Bullish.

A very active trade featured cotton oil the past week, sales on Monday of this week totaling nearly 54,000 bbls., the largest single day's business of the year, with the nearby positions at about the season's highs and the distant month at new high levels.

Operations were sufficiently mixed so that individual buying or selling was quickly lost sight of, and while profit taking and hedging pressure was in evidence in volume on the bulges, the offerings were readily absorbed by a scattered but general and broadening outside demand, which limited the reactions to very small figures.

Lard Advances Watched Closely.

The outstanding development in connection with the market was, unquestionably, the excited advances in the lard market, where daily new high levels for the season were made, and with enthusiasm running high on the long side, with predictions current of from 18 to 20c lard before the summer is over. This natur-

ally led to considerable talk of 13@14c cotton oil later in the season.

However, not only were the outside developments of a strong nature, but conditions within the oil market itself were tight. It was extremely difficult to buy crude freely except at advancing prices, and owing to the new season's high in corn, much was heard of the feeding of cottonseed to cattle in the south again this week.

Pressure Comes from Longs.

The only important pressure on the future market continued to come from longs, who decided to take down profits, but the nearby positions were rather draggy, and received their best support from shorts and one local professional, who was buying Dec., apparently with the intention of taking delivery. The relative cheapness of cotton oil was not adversely affected during the week—in fact its relative cheapness became more pronounced when the lard market went to practically a five-cent premium over oil. At the same time, extra tallow New York sold at 10 $\frac{3}{4}$ c, a new high for the season stearine was firm at 12c, compound was advanced $\frac{1}{4}$ c to 13 $\frac{1}{4}$ c, and cash oil of all kinds was very strongly held.

The cash demand for oil and compound was rather fair, though not large. The closeness of the year-end and its inventory taking was making for a holding off policy on the part of consumers, and the constant advances made for a tendency to await some setback in values. But such a condition was not considered as against the market, as distributors and consumers were allowing their stocks to run down, practically forecasting a good revival in trade, following the beginning of the new year.

Buying Oil for Future.

For some time past the complaint has been that little or no buying ahead of oil has been witnessed, but the past week with its increasing lard premiums has apparently changed this situation to some extent, as reports had it that compound manufacturers had begun to book oil for delivery during February and March.

For a time at the beginning of the season, the larger possible crush of oil was greatly feared. Expectations were that the south would market its crop quickly, on account of its size, and therefore depress the market, but the developments in the world's fat situation turned out to

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be such that it appears as though the large cotton oil crush this year will prove a God-send to the world at large.

Cotton Oil Distribution Improved.

The lard shortage and the smaller production of tallow, greases and other oils, for one reason or another, has greatly improved the distribution of cotton oil, sufficiently so that as the majority now see it, the question is—What price level will discount the fat shortage in the various commodities? With about one-third of the cotton oil season gone into history, approximately a million barrels have gone into distribution, or around one-third of the expected crush, without creating burdensome stocks in the distributors' hands, and the conditions are certainly bright for the distribution, at least for the next quarter of the new year.

The markets both lard and oil have been in the midst of a wild bull move since the election results, with the upturns more or less uninterrupted, and with the markets helped by the strength in grains and securities, as well as the fat position, and the upturns have been so extensive that fears are expressed in some quarters that at least for the time being, prices have discounted conditions somewhat, and that the present levels the markets are expected to prove more of a two-sided affair.

The developments in lard are going to be of untold importance in shaping the price for cotton oil, and while cotton oil has not advanced to the extent that lard has, it is not expected that the setbacks in oil will be as severe as those in lard, should they materialize.

Lard Sentiment Changed.

In western quarters there has been a noticeable change in lard sentiment this week, some predicting that the market has reached its peak. Reports were also current that the hogs were running of a better quality while the hog receipts were heavy, but not as large as last week's record movement. The lard demand is reported liberal, but it is noticeable that export clearances continue very moderate, so that lard is dependent more upon the domestic situation.

It is true that a majority of the U. S. population will not turn to substitutes, no matter what the lard price may prove to be, but it is equally true that in the large industries, where consumption is heavy, the temptation of oil five cents below lard,

and compound three cents or more below the price of pure lard, will not be resisted.

Mills Offering Crude Sparingly.

Crude oil in the southeast and Valley went to 9½¢ bid; in the Memphis district crude sold at 9½¢, while Texas crude sold up to 9½¢, with reports current that both the small and large refiners had absorbed big quantities of Texas crude this week. The mills, in most cases, are offering sparingly now, and are inclined to hold for ten cents.

In compound quarters prices were advanced to 13½¢ at the inside, but business was reported slow, and it was said that considerable reselling of compound was under way, and that for the time being the resellers were in control of the compound market.

Government Cotton Report.

The acreage of cotton abandoned is 3.1 per cent this year. The acreage planted this year has been revised to 41,390,000 acres, and the acreage picked is estimated by the U. S. Crop Reporting Board at 40,115,000 acres.

The yield per acre is estimated at 156.8 lbs. compared with 130.6 lbs. in 1923 and 141.3 lbs. in 1922.

COTTON AREAS PLANTED, PICKED, YIELD AND CROP.

	(000 omitted.)			
	Planted	Picked	Yield	Crop
1913	37,458	37,080	182.0	14,156
1914	37,406	36,832	209.2	16,135
1915	32,107	31,412	170.3	11,192
1916	36,052	34,985	156.6	11,450
1917	34,925	33,841	159.7	11,302
1918	37,207	36,008	159.6	12,041
1919	35,123	33,506	161.5	11,421
1920	37,043	35,878	178.4	13,439
1921	31,678	30,500	124.5	7,953
1922	34,016	33,036	141.3	9,761
1923	38,701	37,130	130.6	10,128
1924*	41,390	40,115	156.8	13,153

*The figures for 1924 are the revised Dept. of Agriculture figures issued as of December 1, also the crop estimate and the yield per acre. The acreage figures are again revised in June, 1925, and the crop is further revised by actual ginnings.

COTTONSEED OIL—Market transactions:

Thursday, December 4, 1924.

—Range— —Closing—
Sales. High. Low. Bid. Asked.

Spot	.....	.....	1045	a	1140
Dec.	.....	1300	1110	1098	1097 a 1099
Jan.	.....	3600	1116	1096	1097 a 1099
Feb.	.....	300	1115	1112	1100 a 1110
Mar.	.....	3000	1125	1104	1108 a 1109
April	.....	.....	.....	1112	a 1130
May	.....	9000	1147	1130	1136 a 1137
June	.....	.....	.....	1140	a 1150
July	.....	4500	1157	1145	1149 a 1150

Total sales, including switches, 23,900 P. Crude S. E. 9¼ Sales.

Friday, December 5, 1924.

—Range— —Closing—
Sales. High. Low. Bid. Asked.

Spot	.....	.....	1090	a	1150
Dec.	.....	300	1099	1098	1096 a 1100
Jan.	.....	1600	1103	1098	1100 a 1103
Feb.	.....	.....	.....	1105	a 1113
Mar.	.....	3000	1114	1108	1113 a 1115
April	.....	400	1137	1137	1121 a 1135
May	.....	12100	1143	1135	1138 a 1140
June	.....	.....	.....	1145	a 1149
July	.....	8600	1155	1150	1152 a 1153

Total sales, including switches, 27,00 P. Crude S. E. 9¼ Bid.

Saturday, December 6, 1924.

—Range— —Closing—
Sales. High. Low. Bid. Asked.

Spot	.....	.....	.....	1115	a 1150
Dec.	.....	600	1115	1111	1112 a 1115
Jan.	.....	200	1110	1110	1112 a 1115
Feb.	.....	.....	.....	1115	a 1128
Mar.	.....	1800	1128	1124	1124 a 1126
April	.....	.....	.....	1130	a 1150
May	.....	11100	1155	1149	1152 a 1154
June	.....	.....	.....	1155	a 1159
July	.....	6200	1164	1159	1162 a 1163

Total sales, including switches, 19,900 P. Crude S. E. 9¼-¾.

Monday, December 8, 1924.

—Range— —Closing—
Sales. High. Low. Bid. Asked.

Spot	.....	.....	.....	1120	a
Dec.	.....	2200	1136	1124	1124 a 1125
Jan.	.....	3200	1130	1120	1120 a 1121
Feb.	.....	.....	.....	1120	a 1130
Mar.	.....	9100	1147	1135	1134 a 1135
April	.....	.....	.....	1140	a 1150
May	.....	19000	1172	1160	1160 a 1162
June	.....	200	1175	1175	1162 a 1170
July	.....	9600	1184	1173	1172 a 1173

Total sales, including switches, 53,500 P. Crude S. E. 9¼ Bid.

Tuesday, December 9, 1924.

—Range— —Closing—
Sales. High. Low. Bid. Asked.

Spot	.....	.....	.....	1125	a
Dec.	.....	2000	1135	1115	1134 a 1136
Jan.	.....	2700	1134	1103	1134 a 1135
Feb.	.....	.....	.....	1135	a 1160
Mar.	.....	3500	1149	1123	1148 a 1150
April	.....	100	1145	1145	1150 a 1170
May	.....	17700	1175	1150	1174 a 1176
June	.....	.....	.....	1178	a 1185
July	.....	3000	1190	1175	1188 a 1190

Total sales, including switches, 29,000 P. Crude S. E. 9¼-½.

Wednesday, December 10, 1924.

Spot	.....	.....	.....	1130	a
Dec.	.....	200	1135	1135	1134 a 1140
Jan.	.....	3600	1146	1134	1134 a 1137
Feb.	.....	500	1141	1140	1139 a 1141
Mar.	.....	6800	1159	1145	1146 a 1148
April	.....	.....	.....	1155	a 1170
May	.....	17800	1188	1174	1176 a 1178
June	.....	100	1189	1189	1180 a 1188
July	.....	7600	1200	1189	1189 a 1190

Total sales, including switches, 37,000 P. Crude S. E. 9¼ Bid.

Thursday, December 11, 1924.

—Range— —Closing—
High. Low. Bid. Asked.

Dec.	.....	1115	1113	1115	a 1117
Jan.	.....	1130	1119	1118	a 1120
Feb.	.....	.....	.....	1120	a 1130
Mar.	.....	1145	1130	1130	a 1131
April	.....	.....	.....	1142	a 1155
May	.....	11170	1159	1159	a 1160
June	.....	.....	.....	1160	a 1170
July	.....	1182	1174	1172	a 1174

SEE PAGE 37 FOR LATER MARKETS.

COTTONSEED OIL EXPORTS.

Exports of cottonseed oil from New York, December 1 to December 10, 4,950 bbls.

THE EDWARD FLASH CO.

29 BROADWAY, N. Y. CITY

BROKERS EXCLUSIVELY

VEGETABLE OILS

In Barrels or Tanks

Hardened Edible Cocoanut Oil

COTTON OIL FUTURES

On the New York Produce Exchange

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Refiners of all Grades of
COTTONSEED OIL

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Venus, Prime Summer White
Sterling, Prime Summer Yellow

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Marigold Cooking Oil
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Moonstar Cocoanut Oil
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Tankage Blood
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Let Me Sell Your By-Products
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THE WEEK'S CLOSING MARKETS

FRIDAY'S CLOSINGS

Provisions.

Hog products irregular, especially lard, with trade by large commission houses on both sides. Profit taking, packers' selling and big hog receipts absorbed commission house demand; strength in corn reports and better export demand this week.

Cottonseed Oil.

Cotton oil irregular with lard undertone strong; hedging pressure lighter; profit taking absorbed by new commission house buying. Sentiment mostly bullish; south-east and valley crude, 9½¢, bid; Texas quoted at 9¼¢@9½¢. Cash trade moderate but action in grains a helpful influence.

Quotations on cottonseed oil at Friday noon, were December, \$11.25@11.45; January, \$11.30@11.40; February, \$11.35@11.50; March, \$11.48@11.49; April, \$11.50@11.70; May, \$11.77@11.78; June, \$11.80@11.90; July, \$11.89@11.90.

Tallow.

Tallow, extra, 10½¢.

Oleo Oil and Stearine.

Stearine, oleo, 12¢.

FRIDAY'S GENERAL MARKETS.

New York, Dec. 12, 1924.—Spot lard at New York, prime western, \$17.00@17.10; middle western, \$16.85@16.95; city, \$16.75; refined, continent, \$17.50; South American, \$18.00; Brazil kegs, \$19.00; compound, \$13.00.

Liverpool Provision Markets.

Liverpool, Dec. 12, 1924.—(By Cable)—Quotations today: Shoulders, square, 83s; picnics, 78s; hams, long cut, 112s; hams, American cut, 92s; bacon, Cumberland, 90s; bacon, short backs, 106s; bellies, clear, 100s; Wilshires, 92s; Canadian, 92s; spot lard, 85s 6d.

Hull Oil Market.

Hull, England, Dec. 12, 1924.—(By Cable).—Refined cottonseed oil, 51s; crude cottonseed oil, 46s.

ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef this week up to December 12, 1924, show exports from that country were as follows: To England, 92,068 quarters; to the continent, 59,506 quarters; to other ports, none.

Exports for the previous week were: To England, 26,892 quarters; to the continent, 36,273 quarters, to other ports none.

NEW YORK MEAT SUPPLIES.

Receipts of western dressed meats and local slaughter under federal inspection for New York City, N. Y., are officially reported for the week ending December 6, 1924, with comparisons as follows:

	Week ending Dec. 6	Previous week	Cor. week 1923.
Western dressed meats:			
Steers, carcasses	8,195½	6,293½	7,350
Cows, carcasses	1,700	1,484½	1,016
Bulls, carcasses	186	205	229
Veal, carcasses	11,206	7,793	10,161
Hogs and pigs	30	48	6,468
Lambs, carcasses	22,084	18,347	14,993
Mutton, carcasses	4,971	3,805	4,554
Beef cuts, lbs.	124,203	143,871	105,730
Pork cuts, lbs.	1,621,057	1,564,245	1,474,489
Local slaughters:			
Cattle	11,136	10,200	9,937
Calves	12,150	12,227	11,209
Hogs	74,040	62,445	68,840
Sheep	50,121	38,055	53,888

DANISH BACON TO ENGLAND.

Bacon exports from Denmark for the week ending December 6 were 3,600 tons, all of which went to England, according to cable reports to the U. S. Department of Commerce.

RECEIPTS AT CENTERS.

SATURDAY, DECEMBER 6, 1924.

	Cattle.	Hogs.	Sheep.
Chicago	1,000	10,000	3,000
Kansas City	1,000	4,000	500
Omaha	500	7,000	1,500
St. Louis	400	6,500	1,150
Sioux City	500	11,000	1,000
St. Paul	800	3,500	2,000
Oklahoma City	400	600	.....
Fort Worth	1,600	600	500
Milwaukee	.....	100	.....
Denver	.....	4,200	.....
Louisville	100	700	200
Wichita	500	700	.....
Indianapolis	200	8,000	100
Pittsburgh	100	8,000	600
Cincinnati	500	2,500	100
Buffalo	200	3,500	200
Cleveland	400	3,000	2,000
Nashville, Tenn.	.....	600	.....
Toronto	1,400	200	100

MONDAY, DECEMBER 8, 1924.

	Cattle.	Hogs.	Sheep.
Chicago	34,000	85,000	20,000
Kansas City	29,000	13,000	5,000
Omaha	9,500	15,000	3,000
St. Louis	12,000	13,000	1,000
St. Joseph	4,200	5,000	5,000
Sioux City	4,300	15,000	3,000
St. Paul	9,000	45,000	7,000
Oklahoma City	1,700	1,300	.....
Fort Worth	7,000	700	.....
Milwaukee	500	1,200	100
Denver	10,000	1,000	10,600
Louisville	2,000	1,300	200
Wichita	4,000	2,000	.....
Indianapolis	600	8,000	200
Pittsburgh	1,700	12,000	1,200
Cincinnati	2,700	2,000	300
Buffalo	2,800	18,000	12,000
Cleveland	800	7,000	4,000
Nashville, Tenn.	400	1,000	.....
Toronto	0,000	2,100	2,700

TUESDAY, DECEMBER 9, 1924.

	Cattle.	Hogs.	Sheep.
Chicago	14,000	50,000	13,000
Kansas City	10,000	18,000	5,000
Omaha	8,500	10,500	8,500
St. Louis	8,000	16,000	3,000
St. Joseph	1,000	11,000	3,000
Sioux City	1,000	3,500	500
St. Paul	2,500	15,000	1,000
Oklahoma City	4,000	800	.....
Fort Worth	4,000	800	300
Milwaukee	1,000	4,500	200
Denver	1,700	3,000	1,400
Louisville	200	1,000	300
Wichita	1,000	1,300	.....
Indianapolis	1,500	18,000	400
Pittsburgh	100	5,000	400
Cincinnati	600	5,500	400
Buffalo	300	4,000	1,000
Cleveland	400	3,000	1,500
Nashville, Tenn.	.....	700	.....
Toronto	1,000	2,000	600

WEDNESDAY, DECEMBER 10, 1924.

	Cattle.	Hogs.	Sheep.
Chicago	17,000	40,000	14,000
Kansas City	11,000	18,000	6,000
Omaha	8,500	17,000	7,000
St. Louis	5,500	23,000	2,000
St. Joseph	4,000	16,000	6,000
Sioux City	2,000	13,000	1,000
St. Paul	3,000	22,000	2,000
Oklahoma City	1,800	800	.....
Fort Worth	6,000	1,200	500
Milwaukee	800	3,000	100
Denver	900	1,000	500
Louisville	200	1,500	200
Wichita	1,200	1,000	.....
Indianapolis	1,500	18,000	400
Pittsburgh	100	5,000	400
Cincinnati	600	5,500	400
Buffalo	300	4,000	1,000
Cleveland	400	3,000	1,500
Nashville, Tenn.	100	1,000	.....
Toronto	1,100	3,000	700

THURSDAY, DECEMBER 11, 1924.

	Cattle.	Hogs.	Sheep.
Chicago	19,000	72,000	26,000
Kansas City	8,500	15,000	7,000
Omaha	7,500	20,000	9,500
St. Louis	2,500	16,000	1,500
St. Joseph	2,000	13,000	3,000
Sioux City	4,000	30,000	1,000
St. Paul	4,200	27,000	2,000
Oklahoma City	1,200	1,200	.....
Fort Worth	8,000	1,400	200
Milwaukee	800	4,500	200
Denver	1,300	3,400	4,600
Louisville	600	15,000	300
Wichita	.....	6,000	500
Indianapolis	.....	500	200
Pittsburgh	.....	6,000	500
Cincinnati	.....	800	200
Buffalo	1,500	2,400	700
Cleveland	500	6,000	2,000

FRIDAY, DECEMBER 12, 1924.

	Cattle.	Hogs.	Sheep.
Chicago	7,000	62,000	12,000
Kansas City	1,500	14,000	2,000
Omaha	1,500	23,000	9,000
St. Louis	1,500	18,000	1,000
St. Joseph	600	11,000	3,000
Sioux City	3,000	23,000	1,000
St. Paul	1,500	23,000	2,500
Oklahoma City	1,500	1,000	.....
Fort Worth	5,500	2,000	800
Milwaukee	200	1,500	100
Denver	500	400	1,500
Louisville	600	13,000	350
Wichita	.....	6,300	.....
Indianapolis	.....	7,000	450
Pittsburgh	.....	8,000	500
Cincinnati	.....	500	2,000
Buffalo	400	8,000	500
Cleveland	500	8,000	2,000

TRADE GLEANINGS.

The Miles Packing Company contemplates the erection of a new packing plant in Cape Girardeau, Mo.

The plant of the New Castle Sausage Company, New Castle, Pa., was recently damaged by fire to the amount of \$5,000.

A meat curing plant has been started in Greenville, Ala., by the Greenville Ice Company, in connection with their cold storage plant.

The Western Sausage and Provision Company, 336 Greenwich street, New York City, recently increased its capital stock from \$10,000 to \$150,000.

The Standard Sausage Company, 1517 S. 5th street, Minneapolis, Minn., has let contract for the building of a new sausage factory at 1507 S. 4th street.

The Hayward Fertilizer Company has been incorporated at 23 Broad street, Charleston, S. C. Incorporators are Benjamin R. Hayward, George E. Grimbail and others.

The California Glue, Soap & Tallow Co., Fairfax and Rankin streets, San Francisco, Calif., has had plans prepared for the erection of a new plant at a cost of around \$100,000.

Capital stock of Geo. A. Hormel & Co., packers of Austin, Minn., was increased from \$4,000,000 to \$12,000,000 at the recent annual meeting. It was also announced that the company plans to spend more than \$500,000 in building improvements next year.

M. Helstein Company has been incorporated at 838 Fulton street, Chicago, with a capital stock of \$20,000 by Meyer Helstein, Louis Markwald, Annie Helstein and Paul Berndt. The company will manufacture and deal in dressed beef, poultry, hides and meat products.

DEATH OF ALFRED MORRELL.

Alfred Morrell, director of J. Morrell & Co., Ltd., Liverpool, England, died in Liverpool on Wednesday morning, Dec. 10. Mr. Morrell had charge of the English business of John Morrell & Co., and during the war cooperated actively with the British food ministry.

BOSTON MEAT SUPPLIES.

Receipts of western dressed meats and slaughters under federal and city inspection at Boston, Mass., are officially reported as follows for the week ending December 6, 1924, with comparisons:

	Week ending Dec. 6	Previous week	Cor. week 1923.
Western dressed meats:			
Steers, carcasses	2,921	1,744	1,054
Cows, carcasses	1,832	1,073	.....
Bulls, carcasses	30	27	50
Veals, carcasses	1,263	1,053	.....
Lambs, carcasses	9,746	10,320	11,626
Mutton, carcasses	509	22	614
Pork, lbs.	702,090	730,912	184,747
Local slaughters:			
Cattle	3,146	2,443	2,546
Calves	1,825	2,148	1,408
Hogs	38,523	31,845	28,110
Sheep	3,540	6,518	6,183

PHILADELPHIA MEAT SUPPLIES.

Receipts of western dressed meats and local slaughter under city and federal inspection at Philadelphia, Pa., are officially reported as follows for the week ending December 6, 1924:

	Week ending Dec. 6	Previous week	Cor. week 1923.
Western dressed meats:			
Steers, carcasses	2,485	1,970	1,106
Cows, carcasses	1,042	1,002	680
Bulls, carcasses	127	230	147
Veals, carcasses	1,968	2,037	957
Lambs, carcasses	7,690	8,941	3,354
Mutton, carcasses	1,319	1,143	973
Pork, lbs.	600,254	612,906	558,106
Local slaughters:			
Cattle	2,063	1,913	2,433
Calves	2,758	2,297	1,743
Hogs	23,942	26,620	23,293
Sheep	5,919	5,374	5,193

LIVE STOCK MARKETS

CHICAGO.

(Reported by U. S. Bureau of Agricultural Economics.)

Chicago, Dec. 11, 1924.

CATTLE—Liquidation of all grades of weighty steers, light and medium weight short fed and "warmed up" offerings was pronounced, receipts locally during the calendar week exceeding 90,000, a record for the year so far. Sharp downturns occurred, the slump striking practically every thing in the steer contingent except choice yearlings and handyweights, which have worked into the specialty class and are higher than a week ago.

Declines on the rank and file of fed steers amounted to \$1.00, there being instances of more downturn at the close when the market was practically at a standstill. Considering the lateness of the season such large runs of weighty well-conditioned bullocks was unusual, most of these having been held back earlier in the year in order to nurse along an anaemic weighty steer trade.

Prime yearlings reached \$14.75, highest of the year, numerous loads selling at \$13.50@14.50. Best weighty steers early in the week made \$10.85@11.00; big weights at \$10.50. No long fed bullocks scaling over 1,500 lbs. passed the \$10.00 mark late, a spread of \$7.75@9.25 taking the bulk.

Fat cows and heifers fell 25@50c, canners losing 25c.

Bulls held about steady. Vealers showed little change, a spread of \$9.00@9.50 being popular, strictly choice selected offerings making \$10.00 and better.

HOGS—Relieved from the pressure of record breaking heavy receipts of last week, swine prices displayed a tendency to react to higher levels, especially with general demand showing considerable urgency.

Advances generally figured 25@35c as compared with last Thursday. Sharp gains late in the week for light lights and slaughter pigs allowed 50@1.00 gains, with the greater upturn accruing to the pigs.

Best weighty butchers today reached \$10.00, which was \$3.00 higher than rates current a year ago.

SHEEP—An active demand from both shippers and local killers for fat lambs

boosted values to the highest levels of the season, and in spite of liberal supplies on late sessions, prices were well maintained. Advances of mostly 75c over a week ago brought best killing lambs to \$16.00, with the bulk of better grades at \$15.50@15.75.

Clippers were most numerous at \$12.00@13.00, with best reaching \$13.50. A spread of \$12.50@13.00 took bulk of desirable yearling wethers. Excessive supplies of fat sheep caused a late break that wiped out early increases and values are practically unchanged from a week ago.

Bulk of handyweight fat ewes made \$6.50@8.50 with best topping at \$9.00.

OMAHA.

(Reported by U. S. Bureau of Agricultural Economics.)

Omaha, Nebr., Dec. 11, 1924.

CATTLE—The big end of the week's liberal run of fed steers and yearlings consisted of medium grades and prices continually maintained a downward trend. The week's decline totaling 50@75c with extremes \$1.00 lower and better grades weighty steers show about the same loss while choice to prime yearlings and

handyweight steers are little changed.

Best yearlings in load lots sold at \$12.00 with a few head at \$12.75. Medium weight steers reached \$11.75. Butcher cows and heifers are fully 50c lower and canners and cutters 25c lower.

Veal advanced 25c. Bologna bulls are 10@15c lower and beef bulls 25@50c lower.

HOGS—A broad demand from all sources featured the outlet for a liberal supply of hogs locally and as a result values have worked higher.

Compared with a week ago current prices on better grade butchers reflect a 25@35c advance with lights and light lights showing a 25@50c upturn.

Thursday's bulk of sales ranged from \$8.25@9.50; top, \$9.60.

SHEEP—Moderate receipts coupled with a strong demand from local packers and assisted by shipping demand resulted in sweeping advances during the week on fat sheep and lambs. Upturns on both woolled and fed clipped are 75c@1.00 while sheep and yearlings are 50@75c higher.

Bulk fed western lambs on Thursday turned at \$14.75@15.25; top, \$15.35, and the week's top \$15.50 paid Wednesday.

Bulk of fed clipped lambs made \$12.45@12.75, most desirable fat ewes went at \$8.75@9.00, extreme top being \$9.50, ewes at the latter price including a percentage of yearlings.

LIVESTOCK PRICES AT LEADING MARKETS.

Following are livestock prices at five leading Western markets on Thursday, Dec. 11, 1924, as reported to THE NATIONAL PROVISIONER by leased wire of the Bureau of Agricultural Economics, U. S. Department of Agriculture:

	CHICAGO.	KANSAS CITY.	OMAHA.	E. ST. LOUIS.	ST. PAUL.
Hogs (Soft or oily hogs and roasting pigs excluded):	\$10.00	\$ 9.55	\$ 9.60	\$ 9.85	\$ 9.10
TOP	9.30@ 9.60	9.00@ 9.50	8.25@ 9.50	9.00@ 9.70	8.25@ 9.00
BULK OF SALES	9.05@ 10.00	9.30@ 9.55	8.85@ 9.60	9.40@ 9.65	8.75@ 9.10
Hvy. wt. (250-350 lbs.), med.-ch.	8.90@ 9.90	9.25@ 9.55	8.65@ 9.55	9.25@ 9.65	8.50@ 9.10
Med. wt. (200-250 lbs.), med.-ch.	7.50@ 9.40	8.00@ 9.45	7.75@ 9.10	8.25@ 9.50	8.00@ 9.00
Lt. wt. (160-200 lbs.), com.-ch.	6.50@ 8.45	7.25@ 8.90	8.25@ 8.40	6.50@ 8.50	6.25@ 8.40
Packing hogs, smooth.	9.00@ 9.25	8.90@ 9.20	8.60@ 8.85	8.25@ 8.90	8.25@ 8.50
Packing hogs, rough.	9.00@ 9.25	8.90@ 9.20	8.60@ 8.85	8.00@ 8.90	8.25@ 8.50
Slight. pigs (130 lb. down), med.-ch.	6.00@ 7.25	5.75@ 7.50	5.00@ 6.75	6.00@ 7.00	5.50@ 6.50
Av. cost and wt. Wed. (pigs excluded)	9.16-220 lb.	9.19-220 lb.	9.10-217 lb.	9.45-207 lb.	
Slaughter Cattle and Calves:					
STEERS (1,100 LBS. UP):					
Choice and prime	9.50@14.50	9.00@12.75	9.15@12.75	10.00@14.25	
Good	8.50@12.75	8.25@11.00	8.25@11.00	8.50@11.00	8.50@10.50
Medium	6.50@10.75	6.00@ 9.25	6.00@ 9.25	6.75@ 8.50	6.00@ 9.00
Common	5.00@ 6.50	4.35@ 6.00	3.75@ 6.00	4.50@ 5.75	4.50@ 6.00
STEERS (1,100 LBS. DOWN):					
Choice and prime	12.75@14.50	11.35@14.00	11.25@13.25	12.00@14.25	
Good	10.75@12.75	9.35@11.50	9.65@11.50	10.00@12.00	9.50@11.50
Medium	6.50@10.75	6.00@ 9.50	6.00@ 9.75	5.75@10.00	5.75@ 9.75
Common	4.75@ 6.50	4.35@ 6.25	4.00@ 6.00	4.25@ 5.75	4.00@ 5.75
Canner and cutter	3.00@ 4.75	3.15@ 4.35	2.75@ 4.00	3.00@ 4.25	2.50@ 4.00
LT. YRLG. STEERS AND HEIFERS:					
Good to prime (800 lbs. down)	9.75@13.50	9.15@12.25	9.00@12.15	8.75@12.00	8.50@11.25
HEIFERS:					
Good-choice (850 lbs. up)	6.75@11.25	6.50@10.75	6.75@10.75	6.00@ 8.50	5.75@ 9.25
Common-med. (all weights)	4.00@ 6.75	3.50@ 6.50	3.35@ 6.75	3.50@ 6.00	3.00@ 5.75
COWS:					
Good and choice	4.50@ 6.75	4.00@ 6.75	4.15@ 7.00	4.50@ 6.25	4.25@ 6.50
Common and medium	3.00@ 4.50	3.15@ 4.00	3.25@ 4.15	3.50@ 4.25	3.00@ 4.25
Canner and cutter	2.35@ 3.00	2.25@ 3.15	2.35@ 3.25	2.00@ 3.50	2.00@ 3.00
BULLS:					
Good-ch. (beef yrlds. excluded)	4.35@ 6.00	3.50@ 4.75	3.50@ 5.00	3.75@ 5.75	3.75@ 6.00
Can.-med. (canner and bologna)	3.00@ 4.35	2.35@ 3.75	2.50@ 3.50	2.25@ 3.75	2.75@ 3.75
CALVES:					
Med.-ch. (190 lbs. down)	8.50@10.50	6.50@ 9.50	7.50@10.00	6.50@ 9.50	5.00@ 8.25
Cull-com. (190 lbs. down)	5.00@ 8.50	3.50@ 6.50	3.75@ 7.50	3.50@ 6.50	3.00@ 5.00
Med.-ch. (190-260 lbs.)	5.00@10.25	4.25@ 9.25	4.75@ 9.50	5.50@ 9.50	3.00@ 7.00
Med.-ch. (260 lbs. up)	3.75@ 7.00	3.25@ 6.00	3.75@ 7.75	3.50@ 6.50	2.75@ 5.50
Cull-com. (190 lbs. up)	2.75@ 6.50	2.50@ 4.25	2.50@ 5.00	2.25@ 3.50	2.00@ 4.00
Slaughter Sheep and Lambs:					
Lambs, med.-pr. (84 lbs. down)	14.00@16.00	13.50@15.25	13.50@15.35	13.50@15.75	13.50@15.25
Lambs, cull-com. (all weights)	10.75@14.00	10.00@13.50	10.75@13.50	10.50@13.50	9.00@13.50
Yearling wethers, med.-prime	10.25@13.50	9.75@12.50	10.00@12.75	9.25@12.75	8.75@12.50
Wethers, med.-pr. (2 yrs. old and over)	6.75@10.25	6.50@ 9.75	6.50@10.25	6.25@10.00	5.50@ 9.00
Ewes, common to choice	5.25@ 9.00	5.25@ 8.75	6.00@ 9.50	5.00@ 8.50	4.50@ 8.50
Ewes, canner and cull.	2.00@ 5.25	1.75@ 5.25	2.00@ 6.00	2.00@ 5.00	2.00@ 4.50

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KANSAS CITY.

(Reported by U. S. Bureau of Agricultural Economics.)

Kansas City, Mo., Dec. 11, 1924.

CATTLE—Desirable long fed offerings have been extremely scarce and the few choice to prime grades received held about steady. All other classes of fed steers met draggy outlet and are anywhere from 25c @ \$1.00 lower for the week. Plain weighty short feds are selling at the low point for the year.

Prime 815-lb. yearlings sold up to \$14.00 a new top for the year and the highest price paid locally since 1920. Best handy weights sold at \$11.00 and heavy beeves stopped at \$9.25. Numerous loads of heavy short fed steers carrying considerable finish had to sell from \$7.00 @ \$8.50 while bulk of all fed offerings sold from \$6.75 @ \$9.00.

All classes of the stock closed about steady with the exception of best grain fed cows which were 15 @ 25c lower.

Bulls sold steady all week but all killing calves show declines of 50 @ 75c with best veals at \$9.00.

HOGS—In spite of heavy supplies generally, prices show a substantial 25 @ 40c advance over a week previous. Quality of the offerings at the local market has been comparatively good considering the price and shortage of corn in most sections. Big packers have been in the market at all times for finished grades which proved a strengthening factor.

The week's top was \$9.65 for weighty butchers and the bulk of better grades of all weights cleared above \$9.00. Today's top was \$9.55, with \$9.00 @ \$9.50 taking the bulk.

Packer sows closed 50 @ 65c higher with \$8.90 @ \$9.15 taking most lots.

SHEEP—Fat lambs have met broad demand and closing levels are 50 @ 75c higher than a week ago. Desirable fed westerns sold up to \$15.25 to shippers and \$15.15 to packers while bulk of fat lots cashed from \$14.60 @ \$15.00. Best clipper reached \$12.50 with others from \$11.85 @ \$12.25.

Aged sheep were scarce and prices advanced 25 @ 50c. Best fat ewes sold at \$8.60 while others were taken from \$7.50 @ \$8.25.

ST. LOUIS.

(Reported by U. S. Bureau of Agricultural Economics.)

E. St. Louis, Ill., Dec. 11, 1924.

CATTLE—Features of this week's trade were the highest price paid for yearlings since 1920 and the declines suffered by most beef steers and light yearlings and heifers. Compared with week ago prime beef steers unevenly higher; choice kinds 25c lower, other steers and light vealers 50c lower.

Choice light yearlings and heifers

steady; lower grades 50c lower, other killing classes and stock steers steady.

Tops for week: yearlings, \$14.25, weight, 1,153 lbs.; heavy steers, \$9.15, weight, 1,478 lbs.; light mixed yearlings, \$12.00; weight, 793 lbs.

Bulks for week: steers, \$6.00 @ \$9.50; fat light yearlings, \$8.75 @ \$10.00; cows, \$3.50 @ 4.50; canners, \$2.10 @ 2.35; bulls, \$3.00 @ 4.00.

HOGS—A sharp cut in receipts this week was accompanied by a price upturn on better grades of butcher hogs but underweights and pigs have been extremely dull and weak with an unusually wide spread in prices. Butcher hogs averaging 190 lbs. and up are 25 @ 40c above last Thursday; bulk today \$9.35 @ \$9.70.

Top \$9.85; lighter averages 170 @ 180 lbs. largely \$8.75 @ \$9.25; today are steady to 25c higher, those under 170 lbs. weak @ 25c lower; bulk 140 @ 160-lb. descriptions \$7.25 @ \$8.50; pigs under 130 lbs., \$6.00 @ \$7.00; packing sows, 25 @ 40c higher; bulk, \$8.75 @ \$9.00.

SHEEP—Fat lambs and yearlings advanced 75c @ \$1.00 this week, top wool lambs reaching a new high level for the season at \$15.50 today. New high tops for the season were also made on clipped lambs at \$12.75 and fat ewes at \$8.50.

Bulk wool lambs for the week brought \$14.50 @ \$15.50; fat ewes \$8.00 @ \$8.25.

ST. PAUL.

(Reported by U. S. Bureau of Agricultural Economics and Minnesota Dept. of Agriculture.)

So. St. Paul, Minn., Dec. 10, 1924.

CATTLE—All killing classes suffered discounts to the extent of a quarter or more, desirable grades of fat heifers and well conditioned fed steers being the only exception.

Current receipts of steers and yearlings are carrying the bulk of their make up in shortfeds, the supply of really long-feds being barely sufficient to test the market. A new top for this market in a number of years was established by the sale of one load of choice youngsters last Friday at \$13.00, other well finished fed offerings selling at prices of \$10.00 @ \$11.50. Shortfeds have sold upwards to \$8.00, the bulk, however, turning within a spread of \$5.50 @ 7.00.

Inbetween grades comprise the bulk of the she stock offerings, these selling from \$3.00 @ \$5.00 mostly. Canners and cutters are back to the \$2.25 @ \$2.40 schedule for canners and from \$2.50 @ \$2.75 for cutters. Bologna bulls are unchanged at \$3.25 @ 3.75.

HOGS—In spite of a new record hog run on Monday, when 46,639 hogs were marketed, and heavy runs on following days, values show a net gain for the past week of 15 @ 25c. Best weighty butchers

topped today at \$9.25, with bulk of 200 @ 300 lb. weights at \$9.00 @ \$9.15.

Desirable 160 @ 190 lb. averages cashed largely around \$8.75, bulk of the 150 @ 170 lb. weights selling from \$8.00 @ \$8.50, with some light lights downward to \$6.50.

Packing sows were weighed at \$8.50 for the bulk. Weighty slaughter pigs turned largely at \$6.00.

SHEEP—Fat lamb prices were boosted to new high levels this week, best grades selling at \$15.25 today or \$1.00 above last Wednesday's top. Bulk of the desirable lambs realized \$15.00 with heavies at \$11.00 @ \$12.50. Good to choice light yearlings are salable around \$12.00.

Sheep are strong to 25c higher than a week ago, best light ewes topping at \$8.25 and bulk of handyweights going to packers at \$7.50 @ \$8.00.

SIoux CITY.

(Special Letter to The National Provisioner.)

Sioux City, Ia., Dec. 10, 1924.

CATTLE—Storm conditions have affected the Sioux City yards more than any of the other markets this week, this point appearing to be in the center of the recent heavy snow storm. But with clear and mild weather for middle days, supplies are again moving into this market in normal volume compared with other points.

The half week supply of cattle is 10,000 and is much the same as last week, but the number is somewhat under a year ago. The market for today was steady to unevenly lower for beef steers compared with yesterday, but is still on a good price basis compared with a week ago. Should this snow start melting it will very likely send in a flood of stalk field cattle. Well fattened heavy cattle sold at \$11.00

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Omaha

and there were some heavies bid \$11.50 but not sold late in the day. Bulk of beeves are short-feds that sell below \$9.00, and \$9.25 buys good ones; warmed ups are rated at \$7.50 down to as low as \$6.00. Bulk of butcher cows and heifers, \$4.00 @5.50, a few higher; canners down to \$2.50 and \$3.00.

HOGS—Hog receipts were light Monday and Tuesday but 17,000 dug through the snow and got here for Wednesday. There is a seemingly good demand for well matured hogs and prices are working higher for these but going lower on the unfinished light and medium weights.

Best butchers today sold at \$9.50; bulk, \$9.00@9.35; mixed and packing sows, \$9.50 @9.00; underweight light, \$7.25@8.00.

SHEEP—Sheep are running very strong in price, top lambs, \$15.35; fat ewes, \$9.25.

ST. JOSEPH.

(Special Letter to The National Provisioner.)

So. St. Joseph, Mo., Dec. 9, 1924.

CATTLE—Cattle receipts around 8,000 for two days this week. Beef steers and yearlings were of the short-fed kind, and the supply was liberal. Trade was slow on both days and values are steady to 25c lower, better grades showing little change.

Bulk of steers ranged \$6.75@8.50, with yearlings up to \$8.75. Mixed yearlings ranged mostly \$7.00@8.00, with best at \$9.75.

Cows and heifers are steady to 15c lower for the period. Most fair to good cows sold \$3.25@4.50, with a few up to \$5.50, and canners and cutters \$2.25@3.00. Short-fed heifers were plentiful, and sold largely \$6.25@7.00, with best at \$8.00. Common kinds ranged down to \$3.50.

Bulls held steady, with bulk of sales \$3.00@4.00. Calves steady to 50c higher, choice veals selling up to \$9.50 today.

HOGS—Hog receipts around 16,000 for two days and the market, despite liberal runs at all points, is 15@25c higher. Tuesday's top was \$9.60 and bulk of sales \$9.00@9.55.

The top last Saturday was \$9.35 and bulk of sales \$8.85@9.30. Packing sows sold today at \$8.90@9.00.

SHEEP—Sheep receipts around 6,000 for the period and values are fully 50c higher on all killing classes. Best fed lambs sold today at \$15.10 with most sales at \$14.75@15.00.

Clips brought \$12.50, and feeders \$14.00 @14.40. Choice fed ewes brought \$8.85. Yearlings and wethers were scarce.

PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ending Saturday, Dec. 6, are reported to The National Provisioner as follows:

CHICAGO.

	Cattle.	Hogs.	Sheep.
Armour & Co.	9,938	34,600	16,417
Swift & Co.	9,030	39,400	21,114
Morris & Co.	6,367	27,000	10,423
Wilson & Co.	7,746	29,100	9,207
Anglo-American Prov. Co.	1,601	18,500	.....
G. H. Hammond Co.	5,651	21,000	.....
Libby, McNeill & Libby.	2,889	.....	.....
Brennan Packing Co.	8,600	hogs: Miller & Hart, 9,100 hogs; Independent Packing Co., 13,400 hogs; Boyd, Lunham & Co., 14,000 hogs; Western Packing & Provision Co., 17,200 hogs; Roberts & Onke, 12,000 hogs; others, 47,000 hogs.	.....

KANSAS CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	6,228	1,480	11,042	1,273
Cudahy Pkg. Co.	5,351	1,867	6,403	4,104
Powder Pkg. Co.	702	114	...	...
Morris & Co.	4,583	1,658	6,651	2,589
Swift & Co.	6,265	2,422	15,655	4,026
Wilson & Co.	5,093	605	11,945	2,950
Local butchers	978	115	1,005	119
Total	29,803	8,391	52,791	15,061

ST. LOUIS.

	Cattle and Calves.	Hogs.	Sheep.
Armour & Co.	4,133	8,445	2,317
Swift & Co.	4,472	18,701	3,720
Morris & Co.	2,077	8,274	1,211
St. Louis Dressed Beef Co.	1,287	...	...
Independent Packing Co.	725	3,250	107
Fast Side Packing Co.	1,137	7,800	112
Butchers	15,562	32,403	1,639
Total	20,333	98,873	9,106

OMAHA.

	Cattle & Calves.	Hogs.	Sheep.
Armour & Co.	4,386	22,930	9,033
Cudahy Pkg. Co.	6,729	21,032	10,206
Dold Pkg. Co.	785	10,404	...
Morris & Co.	3,633	10,436	3,320
Swift & Co.	5,704	19,219	14,157
Hoffman Pkg. Co.	60	...	...
Mayerowich & Vail	62	...	...
Mid-West Pkg. Co.	69	...	...
Omaha Pkg. Co.	91	...	...
John Roth & Sons	39	...	...
S. Omaha Pkg. Co.	82	...	...
Lincoln Pkg. Co.	386	...	...
Nagle Pkg. Co.	...	...	...
Sinclair Pkg. Co.	163	...	...
J. H. W. Murphy	6,664	6,987	...
Other hog buyers, Omaha	...	8,147	...
Total	22,250	106,789	36,976

ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	3,189	920	25,206	8,361
Armour & Co.	2,115	356	12,002	2,470
Morris & Co.	2,163	481	12,727	968
Others	3,717	100	11,983	2,206
Total	11,184	1,857	61,928	14,071

SIoux CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	3,481	324	22,700	3,129
Armour & Co.	2,898	287	23,824	2,445
Swift & Co.	2,161	138	7,941	2,226
Sacks Pkg. Co.	55	35	130	...
Smith Bros. Pkg. Co.	33	10	35	...
Local butchers	119	32	2	...
Order buyers and packer shipments	1,162	...	49,102	...
Total	9,909	826	103,884	7,800

OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Morris & Co.	2,879	1,022	3,373	62
Wilson & Co.	3,361	832	3,202	27
Others	135	13	588	...
Total	6,375	1,867	7,163	80

ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	4,228	5,225	44,917	3,031
Hert & Rifkin	228	51	...	...
Katz Pkg. Co.	1,074	108	...	...
Swift & Co.	5,926	8,029	60,929	5,365
Others	1,013	18	24,462	...
Total	12,460	13,431	130,308	8,396

INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Eastern buyers	1,830	3,922	33,595	400
Kingan & Co.	2,387	792	40,732	439
Moore & Co.	...	...	6,548	...
Indianapolis Abat. Co.	1,262	232	359	198
Armour & Co.	274	37	3,463	17
Hilgemeyer Bros.	119	8	1,025	12
Bell Pkg. Co.	84	...	392	...
Schussler Pkg. Co.	35	...	510	...
Meier Pkg. Co.	58	5	242	...
Indiana Prov. Co.	4	...	594	...
Riverview Pkg. Co.	8	...	456	...
Art. Wairitz & Son	25	...	37	...
Hooder Abt. Co.	...	...	32	...
Miscellaneous	474	95	180	18
Total	6,500	5,158	88,184	1,159

CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
E. Kahn & Son	740	189	4,554	212
Kroger Gro. & Bak. Co.	423	37	2,476	...
C. A. Freund	90	57	342	...
G. Juengling	232	124	...	44
Schroth Pkg. Co.	14	...	3,067	...
H. H. Meyer Pkg. Co.	31	...	3,028	...
J. Hilberg & Son	161	...	50	...
Wm. G. Rehn	138	44	...	...
Peoples Pkg. Co.	165	61	...	...
J. Bauer & Son	93	2	...	...
A. Sander Pkg. Co.	...	...	2,321	...
J. Vogel & Son	...	...	1,106	...
J. Hoffman & Son	...	...	612	...
Lohrey Pkg. Co.	...	...	173	...
Ideal Pkg. Co.	...	...	1,098	...
Sam Gail	...	...	550	...
J. Schlaeter	...	...	147	...
F. Blackburn	...	...	29	...
J. Steiner	...	...	40	...
Erhardt & Son	...	...	39	...
Total	2,107	534	20,337	1,111

MILWAUKEE.

	Cattle.	Calves.	Hogs.	Sheep.
Plankinton Pkg. Co.	2,064	9,555	16,938	562
Swift & Co., Chicago	423	...	...	...
Swift & Co., Harrison, N.	...	...	...	...
J. ...	16	...	...	...
United Dressed Beef Co.	50	...	...	...
Layton Co.	...	...	1,021	...
H. Gurne	33	...	283	...
F. C. Gross	64	21	58	7
Local butchers	253	290	284	46
Local traders	867	102	10	7
Total	3,700	9,968	18,504	622

DENVER.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	940	219	3,342	469
Armour & Co.	1,374	92	3,877	531
Blaney-Murphy	471	5	1,516	20
Miscellaneous packers	474	303	688	136
Total	3,259	679	9,423	1,153

WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	1,297	755	8,105	658
Dold Pkg. Co.	278	74	8,575	10
Local butchers	173	...	...	...
Total	1,748	829	14,680	668

RECAPITULATION.

Recapitulation of packers' purchases by market for the week ending Dec. 6, 1924, with comparisons:

CATTLE.

	Week ending Dec. 6, 1924.	Prev. week.	Cor. week, 1923.
Chicago	43,222	36,625	36,361
Kansas City	29,803	28,165	23,965
Omaha	22,250	10,036	18,625
St. Louis	29,333	23,456	28,944
St. Joseph	11,184	10,288	10,908
Sioux City	9,909	5,826	5,806
Oklahoma City	6,375	4,201	3,392
Indianapolis	6,500	5,120	6,316
Cincinnati	2,107	1,272	2,353
Milwaukee	3,700	2,842	3,452
Wichita	1,748	2,408	1,385
Denver	3,259	2,021	2,578
St. Paul	12,460	8,590	10,508

HOGS.

	Week ending Dec. 6, 1924.	Prev. week.	Cor. week, 1923.
Chicago	291,500	210,300	238,900
Kansas City	52,791	38,100	64,181
Omaha	106,789	62,519	67,737
St. Louis	98,873	70,498	100,568
St. Joseph	61,928	47,394	62,943
Sioux City	103,884	59,242	58,835
Oklahoma City	7,163	5,386	6,058
Indianapolis	88,184	59,470	105,005
Cincinnati	20,337	16,600	15,401
Milwaukee	18,504	16,292	20,411
Wichita	14,680	13,609	18,048
Denver	9,423	8,077	10,915
St. Paul	130,308	80,396	95,488

SHEEP.

	Week ending Dec. 6, 1924.	Prev. week.	Cor. week, 1923.
Chicago	57,161	28,508	54,540
Kansas City	15,061	7,922	19,112
Omaha	36,976	21,085	33,182
St. Louis	9,106	6,151	6,326
St. Joseph	14,071	10,032	18,021
Sioux City	7,800	4,118	5,000
Oklahoma City	80	4	46
Indianapolis	1,159	1,449	1,031
Cincinnati	1,111	951	1,344
Milwaukee	622	506	800
Wichita	628	765	416
Denver	1,153	1,399	2,234
St. Paul	8,396	8,587	6,490

SLAUGHTER REPORTS.

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ending Dec. 6, 1924:

CATTLE.

	Week ending Dec. 6, 1924.	Prev. week.	Cor. week, 1923.
Chicago	40,284	36,625	36,361
Kansas City	38,194	31,529	29,092
Omaha	22,922	15,062	19,788
East St. Louis	19,928	17,102	18,370
St. Joseph	9,233	8,435	8,838
Sioux City	5,104	4,870	6,282
Cudahy	833	812	801
Fort Worth	20,027	14,566	8,354
Philadelphia	2,063	1,913	2,433
Indianapolis	3,960	2,726	2,886
Boston	3,146	2,443	2,546
New York and Jersey City	11,336	10,200	9,937
Oklahoma City	8,242	5,759	4,796

HOGS.

	Week ending Dec. 6, 1924.	Prev. week.	Cor. week, 1923.
Chicago	278,912	210,300	238,900
Kansas City	52,791	38,343	64,181
Omaha	73,867	44,884	57,191
East St. Louis	66,723	46,933	60,662
St. Joseph	51,609	37,286	49,404
Sioux City	54,789	43,899	35,573
Cudahy	34,580	26,743	35,321
Ottumwa	27,221	22,131	22,815
Fort Worth	6,718	6,892	5,066
Philadelphia	23,942	26,620	23,293
Indianapolis	45,722	31,224	45,028
Boston	38,523	31,645	38,110
New York and Jersey City	74,040	62,445	68,840
Oklahoma City	7,163	5,386	9,038

HIDE AND SKIN MARKETS

(SHOE AND LEATHER REPORTER)

Chicago Markets.

PACKER HIDES—Quiet. Murmurs are heard of some quiet branded hide business but details are not as yet available. Numerous bids of 16c and 15c are noted for butts and Colorados and 12½c for branded cows with sellers asking last rates of 16½, 15½c and 12¾c. Bids of 17½c are numerous for native steers and 18c asked. Light cows are steady with 14¾c last paid and bid for more with 15c asked. Killers consider their position on the market almost unassailable and are inclined to hold on. Stocks are slowly accumulating but represent nothing burdensome in any one selection. Texas steers are available at 16½c; heavy cows last sold at 15½c and lights 14¾c; native bulls 13c asked, branded 11½c for points; small packer hides 15c asked.

COUNTRY HIDES—Sentiment in country stock is on the mend, due to the clearing of the atmosphere with regard to the packer light native cow market which is considered something of a base for country hide operations. Middle weight hides are staging a strong comeback and are held up to 13c again where recently sales a trifle under 12c were recorded. In the case of extremes recent business was low as 13¾c was put through in this section and material is held up to 14½c now but has not sold generally above the 14c basis. Local sellers are not making offerings, going on the theory that later prices, after the turn of the year will be better, particularly on quality merchandise. Tanners are seeking material where same can be advantageously secured but are meeting with firmly entrenched sellers. The situation in the originating sections continues quite firm with best-sectioned material held at 12¾@13c as a rule. Business has been passing in all weight seasonable hides at 12½@12¾c delivered basis. Heavy steers are quiet at 12½@13c nominal; heavy cows are moving to both domestic and export outlets at 12c; butts are bringing 12¼@12½c and up to 13c is now asked; extremes rate at 14@14½c with the inside more in line with the situation; branded country hides are unchanged at 10@10½c flat and country packer stock at 12@13½c nominal for mixtures; bulls 9@9½c with the inside lately paid; country packer kinds quoted at 12@12½c, asked; glue hides at 8@8½c.

CALFSKINS—While some of the local city collectors are asking 25c now for first salted calfskins, one car of material is offered in another quarter at 24c and has not as yet sold. Last business was at 23½c. As a rule most collectors are sold out and the offerings they make are for forward shipment. Packer calfskins are also well booked up with only about 20,000 November skins unsold and

held at 26c, which was also a last paid rate for export account. Last business for domestic was at 24c though there was one report current that a domestic buyer paid as high as 25½c for one lot of skins about two weeks ago. Outside city calfskins are quiet at the moment and fairly well booked up. Nominal market is considered around 22@24c. Collections are small as this is the season for smallest receipts. Outside city calfskins from second salt are quoted around 20c and country goods at 17@18c. Deacons are steady around \$1.25@1.30 and slunks are easy at \$1.00@1.10 last paid. Kipskins are quiet. Last sales of cities were at 18½@19c, and the market is well cleaned out. Packers hold liberal lines and while asking 20@18@16c are expected to accept bids of the last sales range of 19@17@15c if made, but tanners are not at all keen about operating and many have reduced working in of kipskins because of slowness of such leather to move. Outside varieties are rated at 15½@17c.

MISCELLANEOUS MARKETS—Dry hides are steady and unchanged around 20@21c; horse hides are quiet but offerings are very small and held at \$6.25@6.50 as a rule for renderer descriptions and \$6.00 for country run with buyers views about 50c each less. Packer lambskins are strong with \$4.00 recently paid and up to \$4.50 asked. Dry pelts are firm in tone and quoted up to 40c nominal for best territory descriptions; pickled skins \$11.50@12.00 for lambs and sheep held at \$13.00 and better; hogskins 25@50c.

New York.

PACKER HIDES—Several cars of all weight native cows of November take-off were quietly moved by a couple of sellers at 14c for the straight heads and 13½c for the cut throats. Stocks are well sold out and December take-off not as yet offered. Native steers, while held at 17½@18c, are considered about 17c for business in December kill. Butts last sold at 16½c and Colorados at 15½c but these rates are said to be high by at least half a cent a pound. December slaughter is not as yet offered. Cows 14c paid as noted above. Bulls sold recently at 12@12½c as to lots and seller.

OUTSIDE PACKER HIDES—Recent business was effected in Brooklyn native cows at 13c. The clearance of packer light cows at 14½@14¾c has clarified the atmosphere in small packer lines somewhat and operations are again being resumed on the better class of merchandise in November-December take-off on a basis of 15c for all weight cows and steers. Canadian killers report no new business and coast killers are also passive temporarily, but such stock is ex-

pected to go for export at strong prices soon, steers being valued at 14½c and cows 12½c.

COUNTRY HIDES—The feature of the late movement of country hides to eastern buyers has been the rather large volume of southern stock moved to consuming channels for prompt and forward shipment. In the neighborhood of 60,000 extremes and kips have been absorbed from several shippers in middle southern territory at private terms, which are said to be around 13@13½c flat basis for the extremes and 14@14½c flat for the kips. Ohio and similar light hides are held at 14½c now and recent business was effected at 14c. Numerous bids around 14c and slightly under are floating around the market for good quality merchandise. Butts 12@12½c bid and 12½c reported paid. Canadian light hides are selling quietly around 13½c flat and butts have been bringing 11¾c flat.

CALFSKINS—The New York city calfskin market is decidedly firm in tone with available supplies rather limited. Some quiet business passed in three weight skins at \$2.25@2.55@3.45 again late in the week, but as a rule collectors are asking more money for material to following present sales. Outside skins are steady around \$2.10@2.25 base for lights. Foreign stock held firmly; N. Y. kips \$3.75@4.40 paid.

FOREIGN WET SALTED HIDES—The frigorifico situation has finally roused from its lethargic state due to the recent holidays early in the week. About 2,000 Armour frigorifico cows sold at \$37.125 or 16c landed New York basis. Last business was at 17½c.

CHICAGO HIDE QUOTATIONS.

Quotations on hides at Chicago for the week ending December 13, 1924, with comparisons, are as follows:

PACKER HIDES.				
	Week ending Dec. 13, '24.	Week ending Dec. 6, '24.	Corresponding week 1923.	
Spread native steers	@19½c	@19½c	18	@17c
Heavy native steers	@18c	@18c		@17½c
Heavy Texas steers	@16c	@16½c		@11½c
Heavy butt branded steers	@16c	@16½c		@11½c
Heavy Colorado steers	@15c	@15½c		@10½c
Ex-Light Texas steers	@12½c	12½@13c		@7½c
Branded cows	@12½c	12½@13c		@7½c
Heavy native cows	@15½c	@16c		@12c
Light native cows	@14½c	@15c		@10½c
Native bulls	@13c	@13c	9	@9½c
Branded bulls	@11c	@11c		@7½c
Calfskins	25	24	22½c	@15½c
Kip	20	20	21c	15
Kips, overw't.	18	18	@18c	
Kips, branded	@16c			
Slunks, regular	1.10@1.25	1.10@1.25	1.40@1.45	
Slunks, hairless	@65c	@60c	35	@70c
Light, Native, Butts, Colorado and Texas steers 1c per lb. less than heavies.				

CITY AND SMALL PACKERS.				
	Week ending Dec. 13, '24.	Week ending Dec. 6, '24.	Corresponding week 1923.	
Natives all weights	@16c	@16c	9	@10c
Bulls, native	@12c	@12c		@8c
Br. str. hds.	12	12	13c	7
Calfskins	@22½c	@22½c	16½	@17c
Kip	@18½c	@18½c	14	@16c
Slunks, regular	@1.30	@1.30	\$1.15@1.25	
Slunks, hairless	No. 1	@40c	25	@60c

COUNTRY HIDES.				
	Week ending Dec. 13, '24.	Week ending Dec. 6, '24.	Corresponding week 1923.	
Heavy steers	12½@13c	13	@13½c	8
Heavy cows	11	@12c	12½@13½c	7
Butts	12	@12½c	12	@13c
Extremes	13½@14c	14	@14½c	9
Bulls	8	@8½c	8½@9½c	6½@7c
Branded	10	@10½c	@11c	6
Calfskins	16½@17c	16½@17c	14	@15c
Kip	@14c	@14c	12	@13c
Light calf	\$1.25@1.30	\$1.25@1.30	\$1.20@1.25	
Deacons	\$1.10@1.20	\$1.10@1.20	\$1.00@1.10	
Slunks, regular	\$1.00@1.15	\$1.00@1.15	\$0.75@1.10	
Slunks, hairless	\$0.30@0.40	\$0.30@0.40	\$0.25@0.30	
Horsehides	\$4.75@5.50	\$4.75@5.50	\$3.50@4.50	
Hogskins	\$0.25@0.30	\$0.25@0.30	\$0.25@0.30	

SHEEPSKINS.				
	Week ending Dec. 13, '24.	Week ending Dec. 6, '24.	Corresponding week 1923.	
Large packers	\$4.00	\$3.00@3.50	\$2.40@2.50	
Small packers	\$2.50@3.75	\$2.50@3.75	\$2.15@3.25	
Pkrs. shear'gs.	@1.35	@1.35	\$1.20@1.25	
Dry pelts	\$0.35@0.35	\$0.35@0.35	\$0.27@0.30	

Stocks and Distribution of Hides and Skins

Stocks of hides and skins for the month of October, 1924, based on reports received from 4,567 manufacturers and dealers, are reported by the U. S. Department of Commerce as follows:

Kind	Stocks on Hand or in Transit.			Stocks disposed of During Oct., 1924
	October 1924	September 1924	October 1923	
Cattle, total	4,055,372	3,774,756	5,277,865	1,940,420
Domestic—packer	2,554,245	2,420,267	3,150,794	1,151,069
Domestic—other than packer	1,194,685	1,094,323	1,257,077	603,909
Foreign (not including foreign-tanned)	306,442	260,166	869,994	185,442
Buffalo	11,933	13,569	109,776	1,387
Cattle and kip, foreign-tanned	10,053	19,128	22,756	434
Calf and kip	3,014,900	3,240,228	3,118,845	1,279,465
Horse, colt, ass, and mule:				
Hides	58,650	62,310	95,779	35,113
Fronts	29,673	31,491	85,388	1,964
Butts	73,967	86,796	133,742	42,245
Shanks	6,911	10,892	21,862	
Goat and kid	7,675,210	8,017,868	10,889,491	1,298,851
Cabretta	461,893	508,841	683,213	89,742
Sheep and lamb	6,358,938	7,282,318	8,998,901	3,246,445
Skivers and fleshers	136,772	148,359	167,504	55,035
Kangaroo and wallaby	104,573	174,939	409,190	
Deer and elk	406,397	412,774	319,317	108,042
Pig and hog	23,036	23,330	57,890	4,582
Pig and hog strips	292,437	389,513	1,009,381	148,838

ICE AND REFRIGERATION

ICE NOTES.

The Eastern Ice & Cold Storage Company, Frankfort, Ky., has increased its capital stock from \$60,000 to \$100,000.

The Atlantic Ice & Coal Company, Atlanta, Ga., plans to build a new million dollar ice plant in Fort Valley, Ga. The company has also acquired the ice plant of the Cuthbert Crate & Refrigerating Co., Cuthbert, Ga.

The Hamilton Ice Plant is building a \$3,000 addition to its plant in Hamilton, Tex.

The Texas Ice & Refrigerating Co., plans to build a new addition to its plant in Fort Worth, Tex.

The Home Ice Company plans to erect a new ice plant at Rossville Blvd. and Central Ave., Chattanooga, Tenn., at a cost of around \$125,000.

It is reported that B. K. Brown and

Wm. Barry of Milton, Fla., will erect a 30-ton ice plant in Little River, Fla.

The Peoples Ice & Manufacturing Co., Brownsville, Tex., has increased its capital stock from \$125,000 to \$250,000.

J. D. Gandy is said to be contemplating the erection of a new cold storage plant in Hamilton, Tex., and also plans to make improvements to the present ice plant.

FREEZING OF BACK PRESSURE.

Last summer a certain plant changed their exhaust piping, part of which had to do with placing a 10-inch single disk back pressure valve in their exhaust header, this valve being placed near the exhaust head and outside the roof. Everything went along fine until one very cold night resulted in the freezing up of the condensed steam which had apparently

collected on the top of the valve seat, and had accumulated there because of the neglect of the pipe fitter to tap a drain connection above the valve seat.

The valve was frozen shut so tightly, and took so long to thaw out that a pressure of about 15 pounds was accumulated in the system before the engineer was aware of what was happening, though fortunately the only damage done was a slight crack in one of the cast iron feed heater plates.

In order to eliminate this trouble in the future the engineer promptly drilled two 1/8-inch holes in the seat of the valve so that any moisture collecting there would be drained back into the exhaust line to be taken care of by the trap at the bottom of the riser.

There doubtless was a slight escape of steam through this opening, but it was felt that this was not a serious loss and was worth encountering to guard against a recurrence of the trouble which might have serious consequences.—Refrigerating World.

CANADIAN LIVESTOCK PRICES.

Summary of top prices for livestock at leading Canadian centers for the week ending December 4, 1924:

BUTCHER STEERS. 1,000-1,200 Lbs.

	Week Ended Oct. 4	Same Week 1923	Week Ended Nov. 27
Toronto	\$ 7.50	\$ 6.75	\$ 6.25
Montreal (W)	5.25	6.00	5.50
Montreal (E)	5.25	6.00	5.50
Winnipeg	5.25	5.50	5.00
Calgary	5.00	4.75	4.75
Edmonton	5.00	4.75	4.75

VEAL CALVES.

	12.00	11.50	11.00
Toronto	12.00	11.50	11.00
Montreal (W)	10.00	11.50	10.00
Montreal (E)	10.00	11.50	10.00
Winnipeg	6.00	6.00	5.50
Calgary	3.50	3.75	3.25
Edmonton	4.00	4.50	4.00

SELECT BACON HOGS.

	10.68	8.80	10.96
Toronto	10.68	8.80	10.96
Montreal (W)	10.00	9.25	10.00
Montreal (E)	10.00	9.25	10.00
Winnipeg	9.18	7.86	9.18
Calgary	9.07	6.98	9.07
Edmonton	9.10	7.60	9.20

GOOD LAMBS.

	16.00	12.50	13.00
Toronto	16.00	12.50	13.00
Montreal (W)	12.50	10.50	11.50
Montreal (E)	12.50	10.50	11.50
Winnipeg	13.00	10.75	12.50
Calgary	11.50	11.50	11.50
Edmonton	11.75	11.25	11.75

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- 4—Only 3 moving parts—all heavy, rugged and permanent.
- 5—Most compact—Model "C" size only 52" long and 21" wide, and 36" high. Weighs only 750 pounds.
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- 7—Continuous flow of gas through the compressor.
- 8—All lubricating oil confined to the high pressure side of compressor.
- 9—No oil can come in contact with liquid refrigerant.
- 10—No violent fluctuation of hands on pressure gauges.
- 11—Simplest starting. Just open water valve to start, close water valve to stop.
- 12—No throwing of electric switches—tightening of belts—or clattering of valves.
- 13—Nothing to forget. Shuts off automatically in case of failure of cooling water supply.
- 14—Particularly adapted to automatic control.
- 15—All parts made interchangeable.
- 16—Each unit factory tested before shipment to produce refrigeration in excess of its rated capacity.

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- It keeps temperatures constantly within the seven degree safety range, below 40° and above 33°.
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- It enables you to store foodstuffs in quantities at low prices, and profit by market advances.
- It is surprisingly economical.
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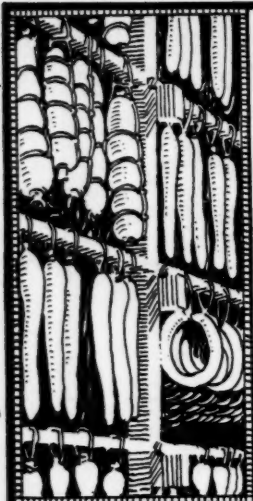
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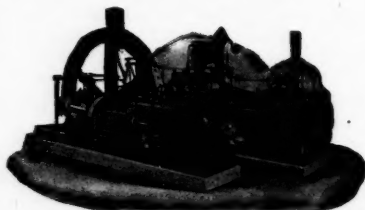
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(Continued from page 24.)

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Committee on Trade Extension

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Member of the Central Administrative Committee, ex officio.

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Tenth District.—(That part of Kentucky lying west of 85° longitude and the City of Evansville, Ind.).—Morton Mannheimer, Evansville Packing Co., Evansville, Ind., chairman; Karl M. Zach, Louisville Provision Co., Inc., Louisville, Ky.

Eleventh District.—(That part of the State of Kentucky lying east of 85° longitude and that part of the State of Ohio lying South of 39° 30' latitude).—Elmore M. Schroth, J. and F. Schroth Packing Co., Cincinnati, Ohio, chairman; Louis W. Kahn, E. Kahn's Sons Company, Cincinnati, Ohio; C. J. Riley, Jr., 2109 Union Central Bldg., Cincinnati, Ohio.

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Twenty-third District.—(States of North Dakota, South Dakota and Nebraska, also Council Bluffs, Iowa).—William Diesing, Cudahy Packing Company, South Omaha, Neb., chairman.

Twenty-fourth District.—(States of Kansas and Oklahoma and Jackson County, Missouri).—R. I. Keefe, Henneberry and Company, Arkansas City, Kan., chairman; E. D. Henneberry, Hull and Dillon Packing Company, Pittsburg, Kan.; H. C. Carlson, Armour and Company, Kansas City, Kansas.

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Twenty-ninth District.—(States of New Mexico and Arizona).—E. A. Tovrea, Arizona Packing Company, Phoenix, Ariz., chairman.

Thirtieth District.—(That part of the State of California lying south of 37° latitude).—T. P. Breslin, Standard Packing Company, Inc., Los Angeles, Cal., chairman.

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they reside.

City Chairmen.

For convenience in all cities away from Institute headquarters where a number of member companies are situated, it seems well to appoint a number of city chairmen. Wherever the District Chairman of the Committee on Trade Extension is situated in such a city, he has been named. Thus overlapping will be avoided. The city chairmen are:

Atlanta, W. H. White, Jr., White Provision Company.

Baltimore, Howard R. Smith, Shafer and Company.

Birmingham, F. N. Phillips, Birmingham Packing Company.

Boston, George N. Chamberlain, Chamberlain and Company, Inc.

Buffalo, J. Paul Dold, Jacob Dold Packing Company.

Cincinnati, Elmore M. Schroth, The J. and F. Schroth Packing Co.

Cleveland, S. T. Nash, Cleveland Provision Company.

Detroit, Thomas E. Newton, Newton Packing Company.

Indianapolis, W. R. Sinclair, Kingan and Company.

Los Angeles, T. P. Breslin, Standard Packing Company.

Louisville, Karl M. Zach, Louisville Provision Company, Inc.

Milwaukee, W. C. Nicholson, Plankinton Packing Company.

Nashville, Henry Neuhoft, Neuhoft Packing Company.

New York City, A. T. Rohe, Rohe and Brother.

Omaha, William Diesing, The Cudahy Packing Company.

Philadelphia, John J. Felin, John J. Felin and Company, Inc.

Pittsburgh, George L. Franklin, Dunlevy-Franklin Company.

Rochester, Fred M. Tobin, Rochester Packing Company.

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Operating.—R. F. Eagle, presiding chairman, Wilson and Company, Chicago, Ill.; Myrick D. Harding, program chairman, Armour and Company, Chicago, Ill.

Purchasing.—A. W. Ruf, presiding chairman, The Cudahy Packing Company, Chicago, Ill.; A. G. Franklin, program chairman, Allied Packers, Inc., Chicago, Ill.

Traffic.—George A. Blair, presiding chairman, Wilson and Company, Chicago, Ill.; J. W. Robb, program chairman, The Cudahy Packing Company, Chicago, Ill.

Study Meat Packing

Students in packinghouse operations—either in night, correspondence or day courses—have indicated to them as a foundation text-book for their studies "The Packers' Encyclopedia."

This 545-page volume is the operating handbook of the industry. It takes up packing operations with the live animal, and carries them through to the finished product and by-product.

Its arrangement—though intended for the packinghouse operating man—is ideal for the student.

"The Packers' Encyclopedia" will be found in most public and college libraries. Students desiring to obtain copies for their own use, however, may obtain terms upon application to the Institute of Meat Packing, 116 S. Michigan ave., Chicago, Ill.

Chicago Section

L. H. Guthery, president of the Marion Packing Co., Marion, Ohio, was in the city this week.

E. C. Buchieb, of Columbus, Ohio, well-known in the fertilizer trade, was a Chicago visitor this week.

George Sonnich, of the Standard Nut Margarine Co., Indianapolis, Ind., made a trip to Chicago this week.

Ward B. Chittenden, of Peet Bros. Co., Kansas City, Kans., called on some of his Chicago friends during the week.

R. M. Chaplin, of the Sacramento Feed & Fertilizer Co., Sacramento, Calif., spent a few days in Chicago this week.

Major E. L. Roy, of the firm of Cross, Roy, Eberhart & Harris, is back in Chicago after an extended trip in Europe.

E. G. James, well-known Chicago provision broker, was in the South this week in the course of a short business trip.

Ralph S. Dold, vice-president and general manager of the Dold Packing Co., Omaha, Nebr., was in the city this week.

Vice-president Isaac Powers, of the Home Packing & Ice Co., Terre Haute, Ind., was in Chicago for a day late in the week.

W. M. Perry, of the Blanton Company, St. Louis, Mo., well-known margarine manufacturers, was in Chicago this week on business.

Packers, purchases of livestock at Chicago for the first four days of this week totaled 51,065 cattle, 14,871 calves, 164,190 hogs and 41,728 sheep.

E. P. McQueen, of the Nitrate Agencies Company, New York, was a Chicago visitor this week. Mr. McQueen is a well-known authority on curing materials.

Prices realized on Swift & Company's sales of carcass beef in Chicago, for the week ending Saturday, December 6, on

shipments sold out, ranged from 6.00 cents to 21.00 cents per pound and averaged 10.97 cents per pound.

Provision shipments from Chicago for the week ending December 6, 1924, with comparisons, were reported as follows:

	Cor.	Last week.	Prev. week.	week, 1923.
Cured meats, lbs....	17,020,000	14,507,000	15,992,000	
Fresh meats, lbs....	48,253,000	36,391,000	20,755,000	
Lard, lbs.	11,975,000	5,419,000	9,728,000	

Sentence Sermons

Written for THE NATIONAL PROVISIONER
by Roy L. Smith.

OUR HIGHEST DUTY—

- Is sometimes to keep our mouths shut.
- Is never contrary to our highest happiness.
- Never costs as much as surrender to low impulses.
- Never lies in two opposite directions.
- Is always better known to us than anyone else.
- Doesn't need any better authority than our own conscience.
- Eventually leads us out of trouble.

PACKER DIES ON COAST.

O. E. Mills died at his residence in Alhambra, Calif., on December 3. For the past three years Mr. Mills has been superintendent of the Los Angeles branch of John Morrell & Co. Mr. Mills was formerly associated with Swift & Co., the S. & S. Co., and Wilson & Co., at Chicago; T. M. Sinclair & Co., at Cedar Rapids, Iowa, and the Virden Packing Co., at San Francisco.

FREEZING REINDEER MEAT.

To install a refrigerating machine in the United States is an everyday event, but to install a plant within 70 miles of the Arctic Circle is unusual. The Baker Ice Machine Company, Omaha, Neb., through its agents, Northwest Ice Machine Company, Seattle, has installed a 6-ton Baker plant for the Loman Reindeer Company at Teller, Alaska. Teller is very near Bering Strait.

Naturally the first thought that enters the reader's mind is, "Why should anyone need a refrigerating plant when located so far North?" During the winter the temperature frequently registers from 50 to 60 degrees below zero, but the warm Japanese current gives Teller a mild summer.

A herd of about 10,000 reindeer is kept near Teller under the care of local Eskimos. During the winter the deer become thin and gaunt, due to the absence of moss upon which they live. By spring many are hardly able to move around. However, they quickly get fat when spring comes and summer vegetation grows abundantly. Most of the slaughtering is done on the ground in the early fall.

The Loman Reindeer Company has a sharp freezer 38 ft. wide, 10 ft. long and 9 ft. high and a storage room 38 ft. wide, 40 ft. long and 9 ft. high. A 5½ by 5½ Baker Uni-flow compressor has been installed, the power being furnished by a crude oil engine.

In order to get condensing water a hole about 12 feet deep was dug in the ground. At this depth ice and ice water were encountered, Teller virtually being located on an iceberg. The Baker compressor is run at 90 pounds condensing and 15 pounds suction pressure.

The sharp freezer is carried during the summer months at 10 degrees below zero, and the storage room at 15 degrees to 18 degrees above zero. Deer are frozen and corded up like wood in the storage room. The average deer when slaughtered are from 18 months to 2½ years old, and weigh about 150 pounds when dressed.

It is necessary to carry the deer over in storage during the winter and spring until the following summer months, because the sea is navigable only during the latter part of June, July, August and half of September. Reindeer meat is shipped to distributing points in Seattle and Duluth, for consumption in the United States.

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Good Business

A Corner Conducted by John W. Hall.

Is Life Too Short?

George Bernard Shaw demands 300 years as a reasonable time in which to complete any important life work.

George never was a packer or a broker! Otherwise his time limit would be advanced considerably. But he does at least prove up the stated fact that "the first hundred years are the hardest."

Today the average expectation of life at birth is 55 years. If we live to be fifty, the chances are all in our favor that we may carry on for twenty years, or longer. At the present time, in the United States, 29.6% of our population is between the ages of 25 and 44 years, 16.1% is 45 to 64, and 4.7% are 65 years and over.

At the best, life is apparently too short, so that it behooves us all to do the very best possible while here.

What we have in the way of knowledge and accomplishments is the result of centuries of effort by billions of individuals. No one of us, even in 300 years, could hope or expect to know or do it all. But at least we are obligated to see to it that our efforts may bear the stamp of quality.

It is generally conceded that true happiness is only the reflection of what we give others, so let's try and attain as much of it as possible by giving all we can!

HORMEL'S MILLION-HOG YEAR.

(Continued from page 26.)

it required to handle between 500,000 and 600,000 hogs we handled a million hogs, you can appreciate the load that the heads of the different departments had to carry in order to handle this amount of product without enlarging our facilities.

1924 an Exceptional Year.

"This has been an exceptional year in the history of our business, when so much has been expended for improvements. There have not been as many hogs handled at any time here before, but our improvements thus far did not provide for that particular phase of the plant's operation.

"We have had three different crews doing building in the different parts of the plant and there has been something like between 80 and 90 in the construction gang the whole year, so you can imagine what has been going on remodeling and making necessary repairs.

"We do not expect to enlarge our slaughtering facilities any at this time. We are operating to the limit right now, killing from 5,000 to 6,000 hogs a day. Now we are going to the limit of our capacity.

All Year Round Production.

"We can materially increase and exceed our record this year—not by enlarging our house, but by educating the farmers in this territory to market their hogs twelve months in the year, instead of raising hogs as they have in the past for the winter months and early summer months, and then for several months in the year have nothing to sell. It was because of the marketing of these hogs during the summer months that we were able to reach the million mark.

"We are now going to employ a specialty man trained in the marketing of hogs, and we are going to try to educate the farmers in southern Minnesota to get their hogs in twelve months of the year, and that will perhaps enable us at some future time to reach the two million mark."

The board of directors was unanimously re-elected for the ensuing year as follows: George A. Hormel, Jay C. Hormel, Ben F. Hormel, John G. Hormel, H. G. Hormel, O. W. O'Berg, M. F. Dugan, S. D. Catherwood and L. E. Wakefield. George A. Hormel is president and Jay C. Hormel is vice-president and general manager.

PORK EXPORTS IN 10 MONTHS.

Exports of bacon, hams and shoulders from the United States during the first 10 months of 1924 were approximately 112,000,000 lbs. less than in the same period of 1913, totaling 568,763,000 lbs.

Lard exports were 139,070,000 lbs. less, amounting in this same period to 644,558,000 lbs. compared to 783,517,000 lbs. from January to November, inclusive, of 1923.

CHICAGO LIVESTOCK.

RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Dec. 1.....	33,235	5,095	91,289	24,589
Tues., Dec. 2.....	16,847	4,304	69,092	19,401
Wed., Dec. 3.....	14,000	2,487	61,759	17,861
Thurs., Dec. 4.....	11,431	5,864	87,230	22,190
Fri., Dec. 5.....	4,762	1,138	74,320	10,487
Sat., Dec. 6.....	1,017	79	10,614	1,997

Total last week.....	81,301	18,967	384,295	96,525
Previous week.....	70,217	11,666	271,510	44,212
Year ago.....	73,922	16,261	308,741	88,295
Two years ago.....	60,551	17,063	217,504	86,240

SHIPMENTS.

Mon., Dec. 1.....	5,136	596	28,355	7,282
Tues., Dec. 2.....	5,339	360	14,816	7,701
Wed., Dec. 3.....	7,728	258	10,964	9,753
Thurs., Dec. 4.....	4,364	347	15,549	7,240
Fri., Dec. 5.....	4,586	169	23,177	4,953
Sat., Dec. 6.....	2,114	23	12,522	877

Total last week.....	29,267	1,753	105,383	37,815
Previous week.....	19,523	907	79,163	18,511
Year ago.....	27,242	2,328	47,380	31,381
Two years ago.....	31,489	2,072	54,336	33,500

Receipts at Chicago Stock Yards thus far this year to Dec. 6, with comparative totals:

	1924.	1923.
Cattle.....	2,948,396	2,950,970
Calves.....	740,775	717,147
Hogs.....	9,350,827	9,538,829
Sheep.....	3,879,404	3,820,217

Combined weekly hog receipts at eleven markets for 1924 to Dec. 6, with comparisons:

	Week.	Year to date.
Week ending Dec. 6.....	1,190,000	34,077,000
Previous week.....	832,000	
Corresponding week, 1923.....	1,082,000	35,547,000
Corresponding week, 1922.....	844,000	27,296,000

Corresponding week, 1921 575,000 26,635,000
Combined receipts at seven points for the week ending Dec. 6, with comparisons:

	*Cattle.	Hogs.	Sheep.
Week ending Dec. 6.....	247,000	978,000	206,000
Previous week.....	205,000	878,000	119,000
1923.....	242,000	821,000	207,000
1922.....	244,000	859,000	185,000
1921.....	179,000	435,000	190,000

Combined receipts at seven markets for 1924 to Dec. 6, and the corresponding period for previous years:

	*Cattle.	Hogs.	Sheep.
1924.....	10,481,000	28,597,000	10,237,000
1923.....	10,622,000	29,042,000	10,348,000
1922.....	10,417,000	21,766,000	9,551,000

*Calves at Omaha, St. Louis and St. Joseph counted as cattle.

Chicago Stock Yards receipts, average weight and top and average prices for hogs, with comparisons:

	Number received.	Average weight—lbs.	Prices—Top.	Average
*Week ending Dec. 6.....	383,700	226	\$ 9.90	\$ 9.00
Previous week.....	271,510	227	9.60	8.50
1923.....	308,741	235	7.40	7.00
1922.....	217,504	233	8.45	8.10
1921.....	186,866	223	7.75	6.80
1920.....	218,833	230	10.40	9.90
1919.....	228,928	224	13.50	12.50
1918.....	239,076	222	17.90	17.50
1917.....	238,713	207	17.75	17.05
1916.....	280,807	193	10.30	9.85
1915.....	292,955	191	6.80	6.40
1914.....	230,000	229	7.45	7.15

Average 1914-1923..... 244,300 219 10.75 \$10.25
*This week's receipts and average weight estimated.

WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
Week ending Dec. 6.....	\$ 9.75	\$ 9.00	\$ 7.75	\$11.85
Previous week.....	10.00	8.50	7.15	14.00
1923.....	9.65	7.60	7.00	12.75
1922.....	9.70	8.10	7.30	14.40
1921.....	7.40	6.80	5.00	10.85
1920.....	11.00	9.90	4.80	11.05
1919.....	14.65	12.80	9.00	16.05
1918.....	14.50	17.56	9.50	15.10
1917.....	11.10	17.05	11.00	16.50
1916.....	10.00	9.85	9.25	12.80
1915.....	8.55	6.40	6.80	8.90
1914.....	7.05	7.15	5.50	8.25

Average 1914-1923..... \$10.45 \$10.25 \$ 7.45 \$12.65

Following is given the net supply of cattle, hogs and sheep for packers at the Chicago Stock Yards:

	Cattle.	Hogs.	Sheep.
*Week ending Dec. 6.....	53,000	278,800	60,500
Previous week.....	50,685	192,347	50,701
1923.....	46,080	261,361	56,914
1922.....	38,056	163,138	52,730
1921.....	22,830	67,789	52,917

*Saturday, Dec. 6, estimated.

Chicago packers' hog slaughters for the week ending, Dec. 6, 1924.

Armour & Co.....	34,000
Anglo-American.....	18,500
Swift & Co.....	39,400
Hammond Co.....	21,000
Morris & Co.....	27,000
Wilson & Co.....	29,100
Boyd-Lumham.....	14,000
Western Packing Co.....	17,200
Roberts & Oake.....	12,000
Miller & Hart.....	9,100
Independent Packing Co.....	13,400
Brennan Packing Co.....	8,900
Wm. Davies Co.....	5,700
Agar Packing Co.....	5,700
Others.....	41,900

Total.....	291,500
Previous week.....	210,300
Year ago.....	258,900
Two years ago.....	195,300
Three years ago.....	77,000

(For Chicago livestock prices, see page 38.)

Write for

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Curing
Information

SMOKED PRODUCTS COMPANY
Fifth & Butler Streets Cincinnati

Chicago Provision Markets

Reported by THE NATIONAL PROVISIONER DAILY MARKET SERVICE

CASH PRICES.

Based on Actual Carlot Trading, Thursday,
December 11, 1924.

Green Meats.

Regular Hams—	
8-10 lbs. avg.	@16 1/2
10-12 lbs. avg.	@16 1/4
12-14 lbs. avg.	@16 1/2
14-16 lbs. avg.	@16 1/4
16-18 lbs. avg.	@15 3/4
18-20 lbs. avg.	@15 1/2

Skinned Hams—	
14-16 lbs. avg.	@17 1/2
16-18 lbs. avg.	@17 1/4
18-20 lbs. avg.	@17 1/2
20-22 lbs. avg.	@16 1/2
22-24 lbs. avg.	@15 1/2
24-26 lbs. avg.	@15 1/4
26-30 lbs. avg.	@14 1/2

Picnics—	
4-6 lbs. avg.	@11 1/2
6-8 lbs. avg.	@10 3/4
8-10 lbs. avg.	@10 1/2
10-12 lbs. avg.	@10 1/4
12-14 lbs. avg.	@10 1/2

Bellies—(Square cut and seedless)	
6-8 lbs. avg.	@10 1/4
8-10 lbs. avg.	@10 1/2
10-12 lbs. avg.	@10 1/4
12-14 lbs. avg.	@10 1/2
14-16 lbs. avg.	@10 1/4

Pickled Meats.

Regular Hams—	
8-10 lbs. avg.	@17
10-12 lbs. avg.	@16 1/2
12-14 lbs. avg.	@16 1/4
14-16 lbs. avg.	@16 1/2
16-18 lbs. avg.	@16 1/4
18-20 lbs. avg.	@16 1/2

Boiling Hams—(house run)	
16-18 lbs. avg.	@18
18-20 lbs. avg.	@18 1/2
20-22 lbs. avg.	@17 1/2

Skinned Hams—	
14-16 lbs. avg.	@15 1/4
16-18 lbs. avg.	@15 1/2
18-20 lbs. avg.	@15 1/4
20-22 lbs. avg.	@14 1/2
22-24 lbs. avg.	@14 1/4
24-26 lbs. avg.	@13 1/2
26-30 lbs. avg.	@12 1/2

Picnics—	
4-6 lbs. avg.	@12 1/4
6-8 lbs. avg.	@12
8-10 lbs. avg.	@11 1/4
10-12 lbs. avg.	@11
12-14 lbs. avg.	@10 3/4

Bellies (square cut and seedless)—	
6-8 lbs. avg.	@18
8-10 lbs. avg.	@18 1/4
10-12 lbs. avg.	@18 1/2
12-14 lbs. avg.	@17 1/2
14-16 lbs. avg.	@17

Dry Salt Meats.

Extra ribs, 35-45	@14 1/2 n
Extra cleats, 35-45	@15
Clear plates, 4-7	@12 1/4
Regular plates, 6-8	@12 1/2
Jowl butts	@11 1/2

Fat Backs—	
8-10 lbs. avg.	@14
10-12 lbs. avg.	@15
12-14 lbs. avg.	@15 1/4
14-16 lbs. avg.	@15 1/2
16-18 lbs. avg.	@16
18-20 lbs. avg.	@16 1/4
20-25 lbs. avg.	@16 1/2

Clear Bellies—	
14-16 lbs. avg.	@16
16-18 lbs. avg.	@16 1/2
18-20 lbs. avg.	@16 1/4
20-25 lbs. avg.	@15 1/2
26-30 lbs. avg.	@15 1/4
30-35 lbs. avg.	@15 1/2
35-40 lbs. avg.	@15 1/4
40-50 lbs. avg.	@15

FUTURE PRICES.

Official Board of Trade Range of Prices.

SATURDAY, DECEMBER 6, 1924.

	Open.	High.	Low.	Close.
LARD—				
January	15.90	15.90	16.82 1/2	15.82 1/2
March	16.05	16.05	15.90	15.97 1/2
May	16.15	16.17 1/2	15.90	16.05
CLEAR BELLIES—				
January	14.92 1/2	15.00	14.92 1/2	14.95
May	15.40	15.55	15.35	15.37 1/2
SHORT RIBS—				
January				13.95
May				14.35

MONDAY, DECEMBER 8, 1924.

	Open.	High.	Low.	Close.
LARD—				
December	16.05	16.05	15.87 1/2	15.87 1/2 ax
January	16.10-25	16.25	15.95	15.97 1/2
March	16.40	16.40	16.15	16.15 ax
May	16.25-50	16.52 1/2	16.22 1/2	16.25
July	16.60-70	16.70	16.40	16.42 1/2 b
CLEAR BELLIES—				
January				14.87 1/2 ax
May	15.55	15.55	15.32 1/2	15.32 1/2 ax
SHORT RIBS—				
January				13.95 n
May	14.45	14.60	14.45	14.45

TUESDAY, DECEMBER 9, 1924.

	Open.	High.	Low.	Close.
LARD—				
December				16.25 n
January	16.00	16.32 1/2	15.70	16.32 1/2 b
March	16.15	16.45	15.95	16.45 b
May	16.30-20	16.62 1/2	16.02 1/2	16.62 1/2
July	16.50-40	16.77 1/2	16.22 1/2	16.77 1/2 b
CLEAR BELLIES—				
January				15.00 b
May	15.30	15.50	15.30	15.50
SHORT RIBS—				
January	13.97 1/2	14.20	13.97 1/2	14.20 n
May	14.60	14.70	14.55	14.70

WEDNESDAY, DECEMBER 10, 1924.

	Open.	High.	Low.	Close.
LARD—				
December	16.52 1/2-55	16.55	16.20	16.20
January	16.50	16.52 1/2	16.25	16.25 ax
March	16.67 1/2	16.77 1/2	16.40	16.40 ax
May	16.75-77 1/2	16.80	16.50	16.50 b
July	16.97 1/2	17.00	16.67 1/2	16.67 1/2
CLEAR BELLIES—				
January				15.00 n
May	15.65	15.65	15.55	15.60
SHORT RIBS—				
January	14.47 1/2	14.77 1/2	14.45	14.45 ax
May	14.85	14.87 1/2	14.82 1/2	14.82 1/2

THURSDAY, DECEMBER 11, 1924.

	Open.	High.	Low.	Close.
LARD—				
December	16.25-30	16.30	16.02 1/2	16.02 1/2 ax
January	16.37 1/2	16.37 1/2	16.22 1/2	16.25 ax
March	16.50-55	16.57 1/2	16.30	16.30-32 1/2
May	16.75	16.75	16.50	16.52 1/2 ax
July				
CLEAR BELLIES—				
January	14.85	14.90	14.85	14.90
May	15.50	15.50	15.45	15.45
July				15.75 ax
SHORT RIBS—				
January	14.32 1/2	14.32 1/2	14.32 1/2	14.32 1/2
May	14.82 1/2	14.82 1/2	14.70	14.70 ax

FRIDAY, DECEMBER 12, 1924.

	Open.	High.	Low.	Close.
LARD—				
Dec.				16.35 n
Jan.	15.95	16.47 1/2	15.90	16.40
March	16.07 1/2	16.57 1/2	16.07 1/2	16.57 1/2 b
May	16.25-15	16.75	16.15	16.70
July	16.45-37 1/2	16.92 1/2	16.37 1/2	16.87 1/2
CLEAR BELLIES—				
Jan.	14.95	15.10	14.95	15.10 b
May	15.45	15.70	15.45	15.70 b
SHORT RIBS—				
Jan.	14.25	14.25	14.25	14.25
May	14.55	14.75	14.55	14.75

PORK CUTS AT NEW YORK.

(Special Report to The National Provisioner from H. C. Zaun.)

New York, December 10, 1924.—Wholesale prices on green and sweet pickled pork cuts: Pork loins, 19-20c; green hams, 8-10 lbs., 18c; 10-12 lbs., 17 1/2c; 12-14 lbs., 17c; green picnics, 4-6 lbs., 14c; 6-8 lbs., 13c; green clear bellies, 6-8 lbs., 19 1/2c; 8-10 lbs., 19 1/2c; 10-12 lbs., 19c; 12-14 lbs., 18 1/2c; S. P. clear bellies, 6-8 lbs., 17 1/2c; 8-10 lbs., 18c; 10-12 lbs., 18c; 12-14 lbs., 17 1/2c; S. P. hams, 8-10 lbs., 17 1/2c; 10-12 lbs., 17 1/2c; 12-14 lbs., 17c; 18-20 lbs., 20c; dressed hogs, 13 1/2c; city steam lard, 16 1/2-16 3/4c; compound 13-13 1/2c.

CHICAGO HOG PURCHASES.

Purchases of hogs by Chicago packers for the week ending Thursday, December 11, 1924, with comparisons, were as follows:

	Week ending Dec. 11	Prev. week.	Cor. week, 1923.
Armour & Co.	26,506	30,300	22,595
Anglo-Am. Prov. Co.	14,212	17,299	9,141
Swift & Co.	30,490	30,751	32,045
G. H. Hammond Co.	15,934	18,312	19,680
Morris & Co.	19,312	28,875	27,400
Wilson & Co.	26,167	21,630	25,144
Boyd-Lunham & Co.	10,919	11,633	10,656
Western Pkg. & Prov. Co.	18,800	13,650	20,500
Roberts & Oak.	6,532	6,573	8,255
Miller & Hart	8,401	9,246	10,189
Independent Packing Co.	7,098	11,411	7,738
Brennan Packing Co.	7,890	7,001	7,758
Agar Packing Co.	3,167	2,000	1,057
Total	197,838	200,581	201,638

CHICAGO RETAIL FRESH MEATS

Beef.

	No. 1.	No. 2.	No. 3.
Rib roast, heavy end	25	18	12
Rib roast, light end	35	25	20
Chuck roast	20	30	14
Steaks, round	40	30	30
Steaks, sirloin, first cut	48	35	22
Steaks, porterhouse	55	40	20
Steaks, flank	28	35	18
Beef stew, chuck	18	15	13 1/2
Corned briskets, boneless	24	22	18
Corned plates	16	12	16
Corned rumps, boneless	25	22	18

Lamb.

	Good.	Com.
Hindquarters	35	21
Legs	40	28
Stews	12 1/2	18
Chops, shoulder	24	30
Chops, rib and loin	50	..

Mutton.

Legs	24	..
Stew	10	..
Shoulders	16	..
Chops, rib and loin	30	..

Pork.

Loins, whole, 8@10 avg.	22	@24
Loins, whole, 10@12 avg.	22	@24
Loins, whole, 12@14 avg.	18	@20
Loins, whole, 14 and over	15	@17
Chops	24	@25
Shoulders	20	@20
Butts	20	@20
Spareribs	14	@14
Hocks	12	@12
Leaf lard, unrendered	20	@20

Veal.

Hindquarters	16	@25
Forequarters	9	@15
Legs	25	@35
Briskets	14	@18
Shoulders	10	@20
Cutlets	10	@50
Rib and loin chops	..	@35

Butchers' Offal.

Suet	..	@ 6
Shop fat	..	@ 8
Bones, per 100 lbs.	..	@ 60
Calf skins	..	@ 19
Kips	..	@ 15
Deacons	..	@ 12

CURING MATERIALS.

	Bbls.	Sacks.
Double refined saltpetre, gran., L. O. L.	6 1/2	6 1/2
Crystals	7 1/2	7 1/2
Double refined nitrate of soda, f. o. b.	..	..
N. Y. & S. P. carloads	4	3 1/2
Less than carloads, granulated	4 1/2	4 1/2
Crystals	5 1/2	5
Keps, 100@130 lbs., 1c more	..	..
Boric acid, in carloads, powdered, in bbls.	8	8 1/2
Crystal to powdered, in bbls., in 5-ton lots or more	9 1/2	9 1/2
In bbls. in less than 5-ton lots	9 1/2	10
Borax, carloads, powdered, in bbls.	5	4 1/2
In ton lots, gran. or powdered, in bbls.	5 1/2	5
Salt—		
Granulated, car lots, per ton f. o. b. Chicago, bulk	..	\$ 8.30
Medium, car lots, per ton, f. o. b. Chicago, bulk	..	9.80
Rock, car lots, per ton, f. o. b. Chicago	..	7.60
Sugar—		
Raw Sugar, 96 basis	..	@5.75
Second sugar, 90 basis	..	@6.00
Syrup, testing 63 to 65 combined sucrose and invert	..	@32.00
Standard, granulated, f. o. b. refinery (net)	..	@7.00
Plantation, granulated, f. o. b. New Orleans (less 2%)	..	@6.80
Choice clarified, f. o. b. New Orleans (net)	..	@6.25

PURE VINEGARS

A. P. CALLAHAN & COMPANY

2407 SOUTH LA SALLE STREET

CHICAGO, ILL.

CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS.

Carcass Beef.

	Week ending Dec. 13	Cor. week 1923.
Prime native steers.....	19 @21	18 @21
Good native steers.....	18 @18½	16 @18
Medium steers.....	14 @16	12 @16
Hofers, good.....	13 @15	13 @15
Cows.....	7 @11	8 @12
Hind quarters, choice.....	25 @25	25 @25
Fore quarters, choice.....	15 @15	15 @15

Beef Cuts.

Steer Loins, No. 1.....	@30	@36
Steer Loins, No. 2.....	@27	@33
Steer Short Loins, No. 1.....	@44	@47
Steer Short Loins, No. 2.....	@38	@42
Steer Loin Ends (hips).....	@20	@22
Steer Loin Ends, No. 2.....	@20	@22
Cow Loins.....	11 @20	12 @25
Cow Short Loins.....	24 @23	20 @24
Cow Loin Ends (hips).....	@16	12 @18
Steer Ribs, No. 1.....	@22	@27
Steer Ribs, No. 2.....	@23	@23
Cow Ribs, No. 1.....	@15	@19
Cow Ribs, No. 2.....	@8	9½ @10
Steer Ribs, No. 3.....	@13	@14
Steer Ribs, No. 4.....	@12½	@13½
Steer Chucks, No. 1.....	@11	@11½
Steer Chucks, No. 2.....	@10	@9
Cow Ribs.....	@8	7 @9
Cow Chucks.....	@10	@9
Steer Plates.....	@10	@9
Medium Plates.....	@9½	@8½
Briskets, No. 1.....	@12	@12
Briskets, No. 2.....	@7	@7½
Steer Navel Ends.....	@5½	5 @6
Cow Navel Ends.....	@5½	@5
Fore Shanks.....	@5½	@5½
Hind Shanks.....	@15	18 @22
Strip Loins, No. 1, boneless.....	@55	@60
Strip Loins, No. 2.....	@50	@55
Strip Loins, No. 3.....	@35	@45
Strip Loins, No. 4.....	@25	@34
Sirloin Butts, No. 1.....	@20	@28
Sirloin Butts, No. 2.....	@18	@18
Beef Tenderloins, No. 1.....	@70	@70
Beef Tenderloins, No. 2.....	@60	@60
Rump Butts.....	@17	16 @17
Flank Steaks.....	@17	@17
Shoulder Clods.....	@15	12 @15
Hanging Tenderloins.....	@10	@8

Beef Products.

Brains, per lb.....	9 @10	8½ @10
Hearts.....	3½ @4	3½ @4
Tongues.....	29 @30	29 @30
Sweetbreads.....	38 @42	36 @37
Ox-Tail, per lb.....	10 @11	7 @10
Fresh Tripe, plain.....	@4	@4
Fresh Tripe, H. C.....	@6½	@6½
Livers.....	9 @9	6 @6
Kidneys, per lb.....	@8	@8½

Veal.

Choice Carcass.....	15 @17	16 @17
Good Carcass.....	10 @14	12 @15
Good Saddle.....	16 @25	18 @26
Good Backs.....	6 @12	8 @13
Medium Backs.....	5 @6	5 @6

Veal Product.

Brains, each.....	9 @11	9 @10
Sweetbreads.....	52 @60	46 @56
Calf Livers.....	35 @57	33 @35

Lamb.

Choice Lambs.....	@26	@25
Medium Lambs.....	@24	@23
Choice Saddle.....	@28	@28
Medium Saddle.....	@26	@26
Choice Fores.....	@22	@20
Medium Fores.....	@20	@18
Lamb Fries, per lb.....	31 @32	30 @31
Lamb Tongues, each.....	@13	@13
Lamb Kidneys, per lb.....	@25	@25

Mutton.

Heavy Sheep.....	@10	@8
Light Sheep.....	@14	@13
Heavy Saddle.....	@12	@10
Light Saddle.....	@16	@16
Heavy Fores.....	@8	@6
Light Fores.....	@13	@11
Mutton Legs.....	@19	@18
Mutton Loins.....	@12	@10
Mutton Stew.....	@8	@8
Sheep Tongues, each.....	@13	@13
Sheep Heads, each.....	@10	@10

Fresh Pork, Etc.

Dressed Hogs.....	@15	@12
Pork Loins, 8@10 lbs. avg.....	@17	@13
Leaf Lard.....	@16	@12½
Tenderloin.....	@38	@36
Spare Ribs.....	@12	@7½
Butts.....	@14	@10
Hocks.....	@10	@9½
Tails.....	@12	@11
Snouts.....	@7	@7
Pigs' Feet.....	@6	@6
Pigs' Heads.....	@8½	@8
Blade Bones.....	@10	@10
Blade Meat.....	@12	@11½
Hog Livers, per lb.....	6 @7	@4½
Neck Bones.....	@4	@3
Skinned Shoulders.....	@12½	@9
Pork Kidneys, per lb.....	@7	@5
Slip Bones.....	@9	@9
Tail Bones.....	@9	@9
Brains.....	@14	@12
Back Fat.....	@15½	@12½
Hams.....	@18	@16
Cala.....	@9	@9
Bellies.....	@21	@16

DOMESTIC SAUSAGE.

Fancy pork sausage, in 1-lb. carton.....	@30
Country style sausage, fresh in link.....	@18
Country style sausage, fresh in bulk.....	@17
Country style sausage, smoked.....	@21
Mixed sausage, fresh.....	@14½
Frankfurts in pork casings.....	@17½
Frankfurts in sheep casings.....	@15½
Bologna in beef bungs, choice.....	@15½
Bologna in beef middles, choice.....	@14½
Bologna in cloth, paraffined, choice.....	@14
Liver sausage in hog bungs.....	@12½
Liver sausage in beef bungs.....	@13
Head cheese.....	@14
New England luncheon specialty.....	@22
Liberty luncheon specialty.....	@18
Mixed luncheon specialty.....	@14½
Tongue sausage.....	@22½
Blood sausage.....	@16½
Polish sausage.....	@15½
Souse.....	@15

DRY SAUSAGE.

Cervelat, choice, in hog bungs.....	@46
Cervelat, new condition, in hog bungs.....	@16
Cervelat, new condition, in beef middles.....	@16
Thuringer Cervelat.....	@27
Farmer.....	@25
Holsteiner.....	@25
B. C. Salami, choice.....	@14
Milano Salami, choice, in hog bungs.....	@25
B. C. Salami, new condition.....	@21
Finishes, choice in hog bungs.....	@19½
Genoa style Salami.....	@55
Peperoni.....	@36
Mortadella, new condition.....	@21
Capicola.....	@50
Italian style hams.....	@34
Virginia style hams.....	@38

SAUSAGE IN OIL.

Bologna style sausage in beef rounds—	
Small tins, 2 to crate.....	6.25
Large tins, 1 to crate.....	7.00
Frankfurt style sausage in sheep casings—	
Small tins, 2 to crate.....	7.50
Large tins, 1 to crate.....	8.50
Frankfurt style sausage in pork casings—	
Small tins, 2 to crate.....	7.00
Large tins, 1 to crate.....	8.00
Smoked link sausage in pork casings—	
Small tins, 2 to crate.....	6.50
Large tins, 1 to crate.....	7.50

SAUSAGE MATERIALS.

Regular pork trimmings.....	8 @8½
Special lean pork trimmings.....	10½ @11½
Extra lean pork trimmings.....	11½ @12½
Neck bone pork trimmings.....	8 @8½
Pork cheek meat.....	4 @5½
Pork hearts.....	3½ @4
Fancy boneless bull meat.....	7½ @8
Boneless chucks.....	5½ @6
Shank meat.....	4 @5½
No. 1 beef trimmings.....	5 @5½
Beef hearts.....	4 @5
Beef cheeks.....	4 @4½
Dr. can. cows, 300 lbs. and up.....	@4½
Dr. cutters, 350 lbs. and up.....	@5½
Dr. bologna bulls, 500-700 lbs.....	@6½
Beef tripe.....	@3
Cured pork tongues (Canner trim).....	9½ @10

(These are prices to wholesalers, on material packed in new slack barrels for shipment.)

SAUSAGE CASINGS.

(F. O. B. CHICAGO.)

Beef rounds, domestic, 180 sets, per tierce.....	@19
Beef rounds, export, 225 sets, per tierce.....	@25
Beef middles, 110 sets, per tierce, per set.....	@1.00
Beef bungs, No. 1, 400 pieces, per tierce.....	@24
Beef bungs, No. 2, 400 pieces, per tierce.....	@24
Beef weasands, No. 1, per piece.....	@16
Beef weasands, No. 2, per piece.....	@17
Beef bladders, small, per doz.....	@20
Beef bladders, medium, per doz.....	@21
Beef bladders, large, per doz.....	@21.70
Hog casings, medium, 1.0, 8, per lb.....	@1.10
Hog casings, extra narrow, selected, per lb.....	@1.10
Hog middles, without cap, per set.....	@16
Hog middles, with cap, per set.....	@14
Hog bungs, export.....	@22
Hog bungs, large, prime.....	@15
Hog bungs, medium.....	@11
Hog bungs, small, prime.....	@6½
Hog bungs, narrow.....	@3½
Hog stomachs, per piece.....	@10

VINEGAR PICKLED PRODUCTS.

Regular tripe, 200-lb. bbl.....	14.00
Honeycomb tripe, 200-lb. bbl.....	16.00
Pocket honeycomb tripe, 200-lb. bbl.....	15.50
Pork feet, 200-lb. bbl.....	18.00
Lamb tongues, long cut, 200-lb. bbl.....	53.00
Lamb tongues, short cut, 200-lb. bbl.....	49.00

BARRELED PORK AND BEEF.

Mess pork, regular.....	31.50
Family back pork, 20 to 34 pieces.....	31.50
Family back pork, 35 to 45 pieces.....	32.00
Clear back pork, 40 to 50 pieces.....	34.00
Clear plate pork, 25 to 35 pieces.....	28.50
Clear plate pork, 35 to 45 pieces.....	28.00
Brisket.....	28.00
Plate beef.....	19.00
Extra plate beef, 200 lb. barrels.....	20.00

COOPERAGE.

Ash pork barrels, black iron hoops.....	1.57½ @1.60
Oak pork barrels, black iron hoops.....	1.77½ @1.80
Ash pork barrels, galv. iron hoops.....	1.77½ @1.80
Red oak lard tierces.....	2.55 @2.60
White oak lard tierces.....	2.55 @2.60
White oak ham tierces.....	2.60 @2.60

OLEOMARGARINE.

Highest grade natural color animal fat mar-	
gine in 1 lb. cartons, rolls or prints,	
f.o.b. Chicago.....	@26
White animal fat margarine in 1 lb.	
cartons, rolls or prints, f.o.b. Chicago.....	@22½
Nut margarine, 1 lb. cartons, f.o.b. Chicago	
(30 and 60 lb. solid packed tubs,	
1c per lb. less.).....	@21
Pastry oleomargarine, 60-lb. tubs, f.o.b.	
Chicago.....	@17

DRY SALT MEATS.

Extra short clears.....	@14½
Extra short ribs.....	@14½
Short clear middles, 60-lb. avg.....	@14½
Clear bellies, 18@20 lbs.....	@16
Clear bellies, 25@30 lbs.....	@15½
Rib bellies, 20@25 lbs.....	@15½
Rib bellies, 25@30 lbs.....	@15½
Fat backs, 10@12 lbs.....	@14½
Fat backs, 12@14 lbs.....	@15½
Fat backs, 14@16 lbs.....	@15½
Regular plates.....	@12½
Butts.....	@11½

WHOLESALE SMOKED MEATS.

Regular hams, fancy, 14@16 lbs.....	@23½
Skinned hams, fancy, 10@12 lbs.....	@24
Standard regular hams, 12@16 lbs.....	20½ @21½
Picnics, 6@8 lbs.....	@16½
Standard bacon, 8@12 lbs.....	@25½
Standard bacon, 4@8 lbs.....	@25
Standard bacon, 12@14 lbs.....	@25
Standard bacon strips, 6@7 lbs.....	@25½
Cooked hams, choice, skin on, surplus fat	
off, smoked.....	@33
Cooked hams, choice, skinned, surplus fat	
off.....	@34
Cooked hams, choice, skinned, surplus fat	
off.....	@34
Cooked picnics, skin on, surplus fat off.....	@21
Cooked picnics, skinned, surplus fat off.....	@22
Cooked loin roll, smoked.....	@36

ANIMAL OILS.

Prime lard oil.....	18½ @19
Extra winter strained lard.....	18½ @17
Extra lard oil.....	15 @15½
Extra No. 1 lard.....	13½ @14
No. 1 lard oil.....	13 @13½
No. 2 lard oil.....	12½ @13
Neatsfoot oil.....	14½ @15
Extra neatsfoot oil.....	13½ @14
No. 1 neatsfoot oil.....	13 @13½
Acidless tallow oil.....	13 @13½

FERTILIZERS.

Blood, ground.....	3.50 @ 3.60
Hoofmeal.....	2.80 @ 2.90
Ground tankage, 11 to 12%.....	2.80 @ 3.00
Ground tankage, 10 to 10%.....	2.50 @ 2.70
Crushed and unground tankage.....	2.25 @ 2.40
Ground raw bone, per ton.....	26.00 @ 30.00
Ground steamed bone, per ton.....	20.00 @ 24.00
Unground steamed bone.....	15.00 @ 17.00
Unground bone tankage.....	12.00 @ 14.00

HORNS, HOOPS AND BONES.

No. 1 horns, 75 lb. average.....	\$250.00 @ 300.00
No. 2 horns, 40 lb. average.....	200.00 @ 210.00
No. 3 horns.....	140.00 @ 150.00
Hoofs, black and striped.....	40.00 @ 45.00
Hoofs, white.....	50.00 @ 55.00
Round shin bones, heavies.....	75.00 @ 80.00
Round shin bones, lights and med.....	60.00 @ 70.00
Flat shin bones, lights and heavy.....	45.00 @ 55.00
Crushed and unground tankage.....	2.25 @ 2.40
Thigh bones, heavies.....	65.00 @ 75.00
Thigh bones, lights and med.....	55.00 @ 60.00
Buttock bones.....	40.00 @ 45.00

Note—These quotations apply to No. 1 product, which must be assorted, free from grease spots and tanks, hard and clean, uniform as to cut and weight. Packed in double bars and carload lots. Quotations on unselected stock will be found in "Packinghouse By-Products Markets" reports on another page.

LARD (Unrefined).

Prime, steam, cash tierces.....	@16.20
Prime, steam, loose.....	@15.55
Leaf, raw.....	@15.25
Neutral lard.....	@18.50

LARD (Refined).

Pure lard, kettle rendered, per lb.....	@16.00
Pure lard, tierces.....	@16.00
Compound.....	@14.00

OLEO OIL AND STEARINE.

Oleo oil, extra.....	10½ @10½
Oleo stock.....	15 @15½
Prime No. 1 oleo oil.....	15 @15½
Prime No. 2 oleo oil.....	14½ @15
No. 3 oleo oil.....	13 @13½
Prime oleo stearine, edible.....	11½ @11½

TALLOWES AND GREASES.

Edible tallow, under 2% acid, 45 titre.....	10½ @10½
Fancy tallow, under 2% acid, 45 titre.....	10½ @10½
No. 1 tallow, basis 10% f.f.a., 42@43	
titre.....	9½ @ 9½
No. 2 tallow, basis 40% f.f.a., 40 titre.....	8 @ 8½
White grease, max. 5% acid, loose	
Chicago.....	11½ @12
B-White grease, max. 5% acid.....	9½ @10
Yellow grease, 12-15 f.f.a.....	9½ @ 9½
Brown grease, 40 f.f.a.....	8 @ 8½

VEGETABLE OILS.

Crude cotton seed oil—in tanks f.o.b.	
Valley Points.....	@ 9½
White, deodorized, in Chicago.....	@13½
Yellow, deodorized, in bris.....	@13½
Soy stock, 50% f.f.a. basis, f.o.b. mills.....	3½ @ 3½
Corn oil in tanks, f.o.b. mills.....	10½ @10½
Soya Bean oil, sellers' tank, f.o.b. coast	
nom.....	10½ @ 10½
Coconut oil, Sellers tank f.o.b. coast.....	9½ @ 9½
Refined in bris., c.a.f. Chicago.....	12½ @12½

Retail Section

Attractive Christmas Windows

How Retail Meat Dealers Can Dress Their Show Windows for the Coming Holiday Season

The increasing use of windows by retail meat dealers for displays is opening up new possibilities for getting customers into the store. A well-arranged and well-lighted window will do as much to sell meat as any other single source.

Many holidays lend themselves particularly well for window displays. One of the best from this standpoint is Christmas, for there are so many ways in which a "Christmas-y" window can easily be arranged.

The up-to-date dealer will be on the look-out for new ways to dress his windows for Christmas. He will want his display to be different as well as pleasing to the eye.

In the following article, written for THE NATIONAL PROVISIONER by one who has made an exhaustive study of the window-display question, several ways of dressing Christmas windows are given. With a little care on the part of the reader, an attractive window can be made up along the lines of some described that will pay for its cost many times over in increased sales.

There are elaborate windows and simple ones. They may cost much or little, but all of those described in this article have one thing in common—they are all attractive and will serve to invite customers into your store. After that, it's pretty largely up to you and your clerks!

Retailers' Holiday Window Display

By Ernest A. Dench

There is only one thing worse than having all your birds stolen a few days before Christmas, and that is having the 25th dawn with a lot of turkeys left on your hands. After Christmas most families are "broke," and most assuredly the families who didn't buy turkeys for the Christmas dinner won't buy them for any dinner after Christmas. The families who did buy turkeys will be eating turkey hash and turkey soup, and by the time New Year's Day arrives, they won't want to see turkey again.

So it behooves the butcher to show his wares attractively, and in such a toothsome fashion that all passersby will long for something out of the neat window display. The following suggestions will go a long way toward selling success, but the butcher must remember that daintiness and cleanliness are the first essentials.

A Bounteous Array of Meat

The Central Market, Bristol, Conn., used holly wreaths and baskets of fruit to decorate their Christmas meat window.

Narrow strips of board were strung across the window, and from these hung different kinds and cuts of meat. From the top board hung holly wreaths and small chickens, with bunches of celery twined around their feet.

From the rafters hung hams wrapped in holly paper, bunches of celery and holly wreaths, beside them. In the centre hung two lamb carcasses and a large goose. The rafter below was used to hold turkeys.

On the window floor were different cuts of meats, hams, turkeys, geese, and ducks. Scattered among the poultry were different varieties of vegetables suitable to cook for the Christmas feast.

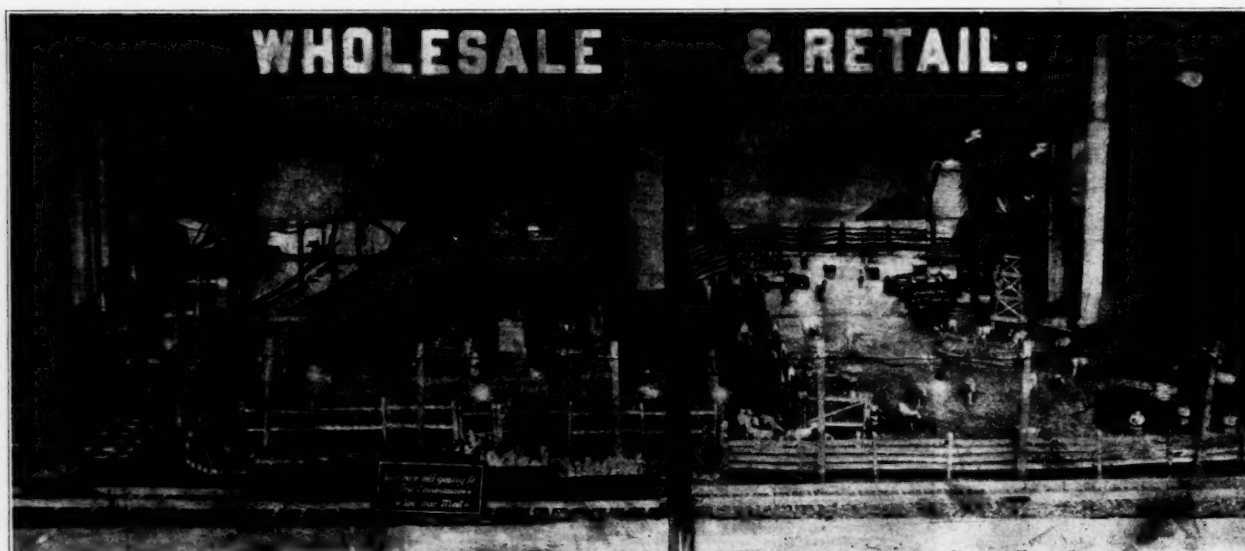
Meat for Breakfast and Dinner

The floor of a display by the Fulton Meat Market, Hutchinson, Kansas, was covered with green crepe paper. Around the edge of the rear and two sides of the show window, placed on the floor, was a row of breakfast bacon, done up in Christmas paper, decorated in green and red flowers. A few pieces of this bacon had been sliced, showing just how the meat looked.

Leaning against four lard pails were two green hams and two green shoulders. These had been skinned on the round side, leaving the fat as white as snow. One of the hams and one of the shoulders were decorated with large roses and flags, cold stiff lard being used for the petals of the flowers, with leaves of lettuce stuck to the flesh of the meat for the green leaves and stalks. On the fat of one of the hams was written "A Merry Christmas," and on one of the shoulders had been written, "Ask for one of these."

The Decorated Pig

The letters composing these words had been made of very small pieces of green candy and had been stuck to the meat with melted sugar. About the center of the floor lay a very large tenderloin, which had been decorated with flowers made of lard and lettuce. The lard used in the composition of these flowers had been colored to suit the particular blossom represented.



A WINDOW DISPLAY THAT IS BOUND TO ATTRACT ATTENTION.

People came from miles around to look at this unusual window, which was fixed up by a live-wire dealer in Kansas City, Mo. The ground, house, barn and train tunnel are all covered with sausage. In a miniature stockyards at the right, tiny animals and fowls provide a realistic touch. Since this was a refrigerated window, the display was allowed to stand for some time without the slightest danger of spoiling.

The Baby Meat Market of Hutchinson, Kansas, had a display in their window which attracted a great deal of attention. The floor was covered with blue crepe paper. Against the rear panel in the back stood a whole hog carcass in an upright position, with his fore feet projecting straight out from his body. From his "waist" down this pig wore a green skirt decorated with a bright red sash. For a hat he wore a red Christmas bell, turned with the large end down. Between his front feet he held red apples.

From above the skirt he was dressed as per nature except for a gorgeous green tie around his neck. On the floor on each side of the hog lay hams, shoulders and bacon, all of which had been decorated with flowers.

On some of the hams had been written greetings to the patrons of the market.

Santa Claus as a Butcher

A Philadelphia shop made a different use of old Santa when they placed him in their window and set him to work chopping meat. The back of the window was a network of sausages hanging from large hooks, and twining in and out. In the center was the butcher's chopping block, standing behind which was old Santa himself, dressed in his usual regalia.

He was holding a piece of pork loin, which he was cutting into chops. In his right hand was a cleaver, and a motor attachment caused the cleaver to rise and fall continuously, but never quite cutting the chop away from the rest of the meat. Santa rolled his eyes and turned his head just before he cut a chop.

A Window Devoted to Lard

The Sanitary Meat Market, Camden, N. J., realized that housewives would be very busy a week or so before Christmas making pies and cakes, so they devoted a window entirely to lard. In the center rear of the window was a large tub of lard, tipped over so the passersby could see the contents.

Embedded in the lard were two rows of cranberries, running all around the edge. In the center cranberries were used to tell the price of the lard. The vivid red against the snow white made a very pleasing display.

Chico Meat Co., Chico, Calif., devoted a window to Dollar Day, and featured four pounds of lard for \$1.00. Fine white lard was moulded in cubes and then turned out on large white trays. One mould was allowed for each letter, and the letters, which spelled "For Dollar Day—Four lbs. \$1.00," were made of narrow strips of dried beef and placed on top of the cubes of lard. Autumn leaves in red and yellow decorated the trays and were scattered about the floor of the window. At the back were three chrysanthemums, each in a long-stemmed vase.

Picking from a Large Choice

P. C. Barttella, Peoria, Ill., believes in giving the public a large selection to pick from. In the center of the window was a great flat disc which revolved and was laden with all kinds of fresh meats and dressed game and fowls. An oblong card, about three feet long and one and a half wide, bore the invitation: "Take Your Choice" in large green letters.

This card was suspended from the ceiling by wire. Around the revolving disc were all kinds of vegetables and fruits, not only making an attractive setting, but giving the public an idea as to what vegetables might be used.

With Help from Mother Goose

The Avenue Market, Charleston, S. C., decorated their window with such unusual methods that passersby almost fought to get a look. The floor and shelves were covered with blue and white linoleum. At the back were curtains of unbleached muslin, stenciled with animals in blue.

On the shelves and window floor were blue platters holding all kinds of meats

and poultry, garnished with parsley and cress. At the center left was a large blue pitcher filled with garden flowers. In the center right was a large platter, on which was a suckling pig, with a paper frill around his neck and a large red apple in his mouth.

A card on the platter read:

"This little pig went to market,
He's a prize—now, will you be a
winner?
If the price you will pay,
You may take him today,
And roast him for Christmas
dinner."

S. W. Fortier, Ltd., Sherbrooke, Que., used strips of fresh pork fat to assure the public of his well wishes. This may not sound very inspiring, but the effect was artistic, nevertheless. In the center of the window were two large platters, one piled high with sausage meat and the other with hamburger steak.

The bright red of the steak and the pink of the sausage were very pleasing. Cut from fat pork, in tiny strips that resembled wax, were the words "Merry Christmas." The first word was on the hamburger steak, and the second on the sausage.

A Clever Farmyard Scene

Such an unusual window display was arranged for the Consumers Meat Company, Kansas City, Mo., that people came from miles around to see it, and all agreed it was the most original layout seen in

Kansas City for a great many years.

The entire window was made over into a large farm, as may be noted from the picture. There was a barn, a farm house, railroad track, tunnel and large mound of hay on one side and the other side was devoted to the farm stock.

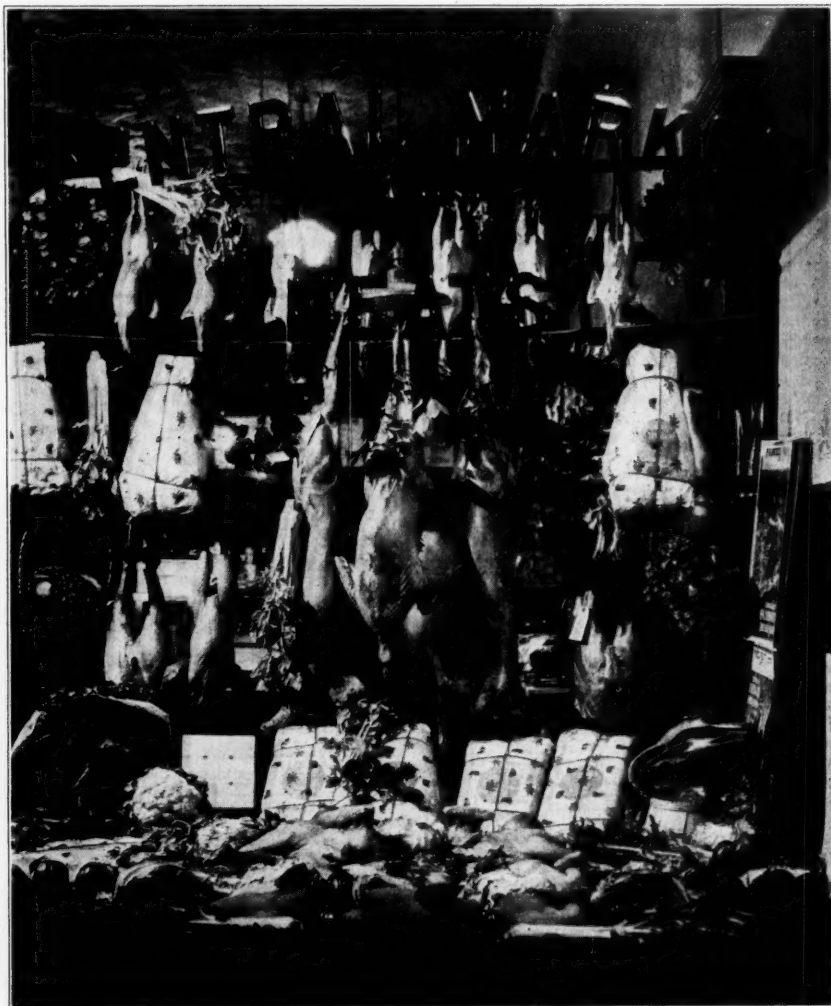
The ground was made up of sausage. The house, barn and train tunnel were made on wooden framework and then covered with sausage. A miniature train holding tiny dolls was seemingly traveling around the track. In front of the train was a card reading: "We are all going to the Consumers' for our meat."

The house was enclosed with a tiny wooden fence. Curtains were at the windows and door. In front of the house was a small bench on which two tiny dolls played. More dolls were in the yard. In the far left hand corner were tiny dolls playing on a mound of hay. Above them was a card stating: "Our mamma gets the best meat products from the Consumers."

At the right was a complete miniature stockyard. Sheep were being driven from a corral into a large yard, where there were horses, cows, and geese, the latter swimming around in a glass pond. In the center was a windmill.

The entire window was lighted with tiny electric light bulbs. This was a cold storage window, so the display was kept there for a long time.

McGregor's Ottawa, Ont., Canada, in an advertisement decorated with happy



A DISPLAY THAT SPEAKS OF CHRISTMAS.

This window impresses passers-by with the spirit of Christmas, and at the same time it offers them practical suggestions for their Christmas dinner. Holly wreaths and mistletoe used liberally contribute to the Yuletide aspect. Meats as well as poultry are used for the main displays.

pigs, advised the housewives to cook sausage during the bleak and cheerless days of winter. It would be well to push sausage for Christmas breakfast, reminding mothers how excited children are liable to go without breakfast on this morning because they are so anxious to look at their presents. With the odor of sausage cooking, most children would gladly sit down long enough to eat a substantial breakfast.

What the Retail Meat Industry Needs

[EDITOR'S NOTE.—This is the second installment of the preliminary government survey of retail meat conditions throughout the United States. The summary of the report and its main features appeared in THE NATIONAL PROVISIONER of December 6.]

This report was made by W. C. Davis, of the U. S. Bureau of Agricultural Economics, assisted by K. B. Gardner and L. A. Adams.]

Because of the many factors involved the business of retailing meats is complicated and requires merchandising ability of high degree. Probably no other industry has a greater proportion of capable and efficient merchants, yet because of the many opportunities offered, a very large percentage engage in the business who have no conception of its requirements and who lack a practical knowledge from an operating standpoint.

The needs of the retail meat industry are discussed under the following sub-heads:

Practical Knowledge and Salesmanship.
Truth in Advertising.

Meats Sold by Grades.

Consumers Should Know Meats.

More Local Associations.

Adequate Equipment and Refrigeration.
Accounts and Records.

Practical Knowledge and Salesmanship

The consensus of opinion of all who have an intimate knowledge of the business is that most of the difficulties connected with the retailing of meats at the present time is due to the very high percentage of inexperienced and impractical operators engaged in the industry. Because of these deficiencies the type has proven an undermining factor to the industry as a whole. The need therefore for corrective methods is apparent.

One solution of the problem suggested by representative retail merchants in all cities where studies were made is a compulsory apprenticeship period for anyone who contemplates entering the retail meat business on his or her own account and involves a practical knowledge of the business.

Truth in Advertising.

The influence of deceptive and misleading advertising and display on the business as a whole, and its effect on meat consumption, is one of the major problems which has claimed the attention of progressive retail organizations for several years.

Until consumers are educated as to differences in quality or grade of meats and are in a position to judge for themselves, deceptive methods will continue to be practiced by a certain type of dealer, unless prevented by legislative measures.

Meats Should be Sold by Grades.

Because of deception, substitution, misleading and untruthful advertising by a percentage of retail dealers and the effect such methods have on meat distribution and consumption, local organizations in cities where studies have been made recommend that all meats be sold on the basis of grade.

It is the general opinion that such a plan would materially simplify consumers' meat problems, tend to increase meat con-

sumption, promote production of better grades of meat animals, and restrict operations of unscrupulous dealers.

Consumers Should Know Meats.

Consumers generally as a rule know less about difference in quality of meats than any other commodity which is used constantly in the home. The phrase "meat is meat" has apparently been accepted literally and only in exceptional cases are persons found outside the meat industry who know differences in quality.

To some extent retail dealers are to blame for this situation in that they have not honestly tried to advise their customers. The need therefore for an educational campaign to acquaint consumers with the facts is of prime importance.

More Local Associations.

A comparison of conditions in the retail meat industry at the present time with conditions even one decade ago shows in most respects marked progress and a better understanding of the retailers' problems. Considering the craft as a whole, there has been a very marked increase in average ability during the period, and at the present time the percentage of real merchants engaged in the retail meat business compares favorably with any other industry.

This growth has not "just happened," but on the contrary is due almost entirely to activities of local retail associations. Such associations stand for better methods, honest advertising, fair profits commensurate with service rendered and just and equitable relations with employees and the public generally.

Adequate Equipment and Refrigeration is Necessary.

A comparison of equipment and refrigeration in markets in different cities and in different parts of the country shows a marked lack of uniformity. Increased competition and modern methods of time saving devices, suitable display cases, and other features of an economic nature which are now considered essential to the successful operation of retail meat markets.

Retail Bookkeeping

How do you keep books, Mr. Retail Meat Dealer?

You can't run a successful meat shop today without good bookkeeping any more than you can without scales!

Roy C. Lindquist's articles on book-keeping for retailers, which ran serially in THE NATIONAL PROVISIONER, have been reprinted in handy eight-page size. They are the best things ever written on this subject.

Subscribers may have a copy free. To others they are 25c each.

Fill out and return the following coupon, with a 2c stamp:

The National Provisioner,
Old Colony Bldg., Chicago, Ill.

Please send me a copy of "Bookkeeping for Retail Meat Shops," by Roy C. Lindquist.

Name

Street

City

Price, 25c. Subscribers, 2c stamp.

While marked progress has been made, many old established markets are still endeavoring to operate successfully without modern equipment and adequate refrigeration. By far the greater percentage of markets without modern equipment are located east of the Rocky Mountain.

The importance of maintaining uniform temperature in refrigerated boxes and cases is not fully understood and appreciated.

Accounts and Records Essential.

The lack of adequate bookkeeping systems in a large percentage of markets and a total absence of any system in many markets is an outstanding feature brought out by the study. This is generally true in the case of all small markets and applies alike to straight meat markets and combination stores.

Methods of determining profits and losses in most small stores are lacking and inventories are seldom taken. As a rule combination stores do not keep separate accounts for meats and groceries.

[Part Two of this report, covering "Margins, Expenses and Profits in Retailing Meats," will appear in a later issue of THE NATIONAL PROVISIONER.]

LOCAL AND PERSONAL.

Wesley Stout, Jr., has bought the meat market at 801 N. Senate avenue, Indianapolis, Ind.

A new meat market and vegetable stand has been opened at 1707 Howard street, Indianapolis, Ind., by McClure & Wilkerson.

The meat market and grocery store, located at 215 North Illinois street, Indianapolis, Ind., has been sold to Cravens & Theard.

A new meat market and grocery has been opened at 57 W. 34th street, Indianapolis, Ind., by Moffet & Sons.

Hughes and Hughes, of Cleveland, Ohio, have opened a new meat market at Geneva, Ohio.

A new meat market has been opened at 611 West Mountain avenue, Ft. Collins, Colo., by A. J. Severson.

The meat market at the Piggy Wigg store in Sedro-Woolley, Wash., has been reopened with H. Hoggett in charge.

A new meat market has been opened in Moscow, Wash., by G. W. Pepper and A. H. Harmen.

Sol Wertheimer has opened a new meat market in Vancouver, Wash.

Elmer Arndt plans to open a new meat market in Emans, Pa., in the near future.

A new meat market has been opened in Newburgh, N. Y., by Frank S. Ayers.

Denny Pickens has sold his meat market in Circleville, Ohio, to R. E. Radekin.

A new meat market has been opened in Hazleton, Pa., by Jos. Hubier.

Geo. Wolfe has opened a new meat market in Parsons, W. Va.

A new meat market has been opened in Connellsville, Pa., by R. A. Gisler and A. A. Graviano.

R. E. Phillips has put a meat market in his grocery in Ardmore, Okla.

E. A. Watson has sold his butcher shop in Havensville, Kas., to L. M. Amundsen.

L. C. Hanson is about to engage in the meat and grocery business in Concordia, Kas.

Roy Killion has purchased the meat market of E. P. Orrill, Americus, Kas.

Archie Vermilyas has engaged in the meat and grocery business on West 8th street, Junction City, Kans.

Albert Winkler has engaged in the meat business in Geneva, Neb.

Ira Kinkade has purchased the meat market of C. J. Middleton, Steinauer, Neb.

Streeter's Cash Meat Market and Grocery has been opened by Rand Streeter in Elko, Nev.

E. C. Poole has opened a new butcher shop in Lind, Wash.

Charles Killian has disposed of his meat business in Rathdrum, Ida., to Jacob Biemond.

Nucoa

THE WHOLESOME SPREAD FOR BREAD

is made from the snow-white fat of the cocoanut blended with pasteurized milk in a factory of sunlight and filtered air. It is a healthful spread for bread and a nutritious fat for cooking. Rich in growth promoting vitamins, it is a product of unvarying uniformity and assured demand. Nucoa is sold wherever food is sold, nationally distributed and nationally advertised. Delightful to eat and profitable to sell.

THE BEST FOODS, INC.

NEW YORK

CHICAGO

SAN FRANCISCO

For Sausage Makers

BELL'S

Patent Parchment Lined

SAUSAGE BAGS

and

SAUSAGE SEASONINGS

For Samples and Prices, write

THE WM. G. BELL CO.
BOSTON MASS.

Charles Hagen has opened a meat market in the Crips store, Hope, Ida.

W. J. Hegan has sold his meat and grocery business in Harold, S. D., to Mr. Arbaugh.

Harry P. Pierce has purchased the Fred Held meat market on North First street, Ishpeming, Mich.

Berman Bros. have opened a meat market at 17853 John R street, Detroit, Mich.

Charles Hollway has opened a meat market at 5412 Lincoln avenue, Detroit, Mich.

M. Beranski has engaged in the meat business at 861 Interstate, Portland, Ore.

The Bay City Market, Inc., has engaged in business at 168 5th street, Portland, Ore.

J. G. Bullock has sold his meat and grocery business in Orofino, Ida., to O. E. Norberg.

YORK Self-Contained Refrigerating Machines

are ideal for the Meat Market. They save money and furnish an independent source of satisfactory Refrigeration.

The complete machine is mounted on a rigid cast-iron base—easy to install, easy to operate, efficient, economical, and can be driven by any available power.

You may have always thought your Market was not large enough to justify the installation of Mechanical Refrigeration, but this is just the little machine you have been looking for. It is worth your investigation.

Write for Bulletin No. 70.

YORK MANUFACTURING CO.

Ice Making and Refrigerating Machinery Exclusively.
YORK, PENNA.



J. A. Jensen has sold his meat business in Florence, Ore., to Ralph Vanderberg.

C. E. La Fontaine and D. McKenzie have engaged in business as the Westlake Meat Co., Seattle, Wash.

Charles Overton has sold the Sanitary Market in Newport, Ore., to Ed Stocker.

J. N. Raybould has engaged in the meat business at 1508 1st avenue, Seattle, Wash.

W. C. Weaver & Son have engaged in the meat business in the Englewood neighborhood, Marshfield, Ore.

GLOEKLER PITTSBURGH PA.
 25 YEARS MANUFACTURING BUTCHERS' EQUIPMENT

Headquarters for Butchers and Packers
Equipment and Supplies.

If you are a butcher write for Catalogue B; if a packer ask for Catalogue P.

BERNARD GLOEKLER CO.
 1627 Penn. Ave., Pittsburgh, Pa.

The Erickson Meat Co., 2402 Simpson Ave., will open a branch in the Keith building, Aberdeen, Wash.

New York Section

A. L. Eberhart, of Cross, Roy & Eberhart & Harris, was a visitor to the city.

H. H. Moore, of the provision department of Swift & Company, Chicago, was in New York.

Among Armour and Company's visitors this week were Laurence Armour and George Willetts.

Miss Mary Felson, of the credit department of the Cudahy Packing Company, sang over the radio from station WHM last Saturday afternoon.

Jacob Johnson, of Rochester, N. Y., made a trip to Buffalo, to see the display of Christmas cattle at the Jacob Dold Packing Company's plants on December 13th.

A. C. Finkerbinder, formerly connected with Wilson & Company's Jersey City branch in the provision department, and well known in meat circles in and around New York, was buried from his home in Brooklyn on Monday, December 8.

John Poth, salesman for the A. C. Wicke Manufacturing Company, commenced a honeymoon, which was to be continued by a Southern trip, at the dinner-dance of Ye Olde New York Branch of the United Master Butchers of America.

Mr. and Mrs. Herman Kirschbaum, both of whom take an active interest in the work of the United Master Butchers of America, were receiving the congratula-

tions of their friends at the dinner of Ye Olde New York Branch last Wednesday upon the arrival of their first granddaughter.

Following is a report of the New York City Health Department of the number of pounds of meat, fish, poultry and game seized and destroyed in the City of New York during the week ending December 6, 1924: Meat—Manhattan, 6,746 lbs.; Brooklyn, 133 lbs.; Bronx, 10 lbs.; Total, 6,889 lbs. Fish—Brooklyn, 2 lbs. Poultry and Game—Manhattan, 1,801 lbs.; Brooklyn, 21 lbs.; Total 1,822 lbs.

For the evening of December 16th Louis Bender, president of the South Brooklyn Branch, United Master Butchers of America, has planned a very novel entertainment. It will take the form of a stag, and the novelty will be the indoor sports—hammer throwing, potato races, eating contest, tug of war, automobile races and wheelbarrow races. There will be prizes for winners and the branch is extending an invitation to all master butchers to be present. Election of officers will take place on the same evening.

Due to the next meeting of the Washington Heights Branch, United Master Butchers of America, falling on the 22nd of December, the beginning of a very busy week for all butchers, it was decided at the meeting last Monday to a postponement until December 29, when the election of officers will take place. The nominating committee appointed consists of Walter Elsas, chairman, Joseph Eschelbacher, Charles Schuck, Frank Kunkel, H. Hem-

leb, S. Reiss and L. Roth. The committee on Sunday closing violations reported that very good results had been obtained from the recent interview with chief magistrate McAdoo. Two candidates were initiated and five names were proposed for membership. Joseph Eschelbacher, the chairman of the ball committee, reported progress with reference to the dinner and dance to be held at the Concourse Plaza on Sunday, February 8th.

With a view of ascertaining the condition of the retail business at this time a discussion was held at the meeting of Ye Olde New York Branch on Tuesday evening. After many views were expressed it seemed to be the consensus of opinion that business was not as good as it was a year ago. The feeling seemed to be that the scarcity of the better grade of beef was the cause of the decrease in the consumption of meat. However, some claims were made that in certain quarters high prices could not be obtained. It was decided to bring the subject up before the Meat Council. Mr. Kramer made a report on a specially conducted tour to be taken at the completion of the national convention in Omaha next August. The tour is to take about 31 days in special cars through principal cities to California. The State Association is planning to push the project. A time-saving device was demonstrated and other important matters discussed.

YE OLDE NEW YORK DINNER.

With all the old-time splendor of the famous balls of the East Side Branch of the United Master Butchers of America, and many added attractions, Ye Olde New York Branch of the United Master Butchers of America celebrated its thirtieth anniversary on Wednesday night of last week. Nothing could be more inspiring than when nearly seven hundred guests stood at their places, the band playing the "Star Spangled Banner," the lights in the grand ballroom of the Commodore Hotel were extinguished and one searchlight slowly moved from the bottom to the top of the large American flag that hung back of the stage.

It was a gorgeous scene. Tables seating ten happy, jolly friends were artistically arranged about the raised stage, where during the whole dinner, high-class entertainers sang, danced or told stories.

Benjamin Metzger, chairman of the hall committee, the entire committee—and in fact all the members—decided that the thirtieth anniversary was going to be the best ever. To this end they worked, and their friends, as well as the weather and everything else, contributed a share to the ultimate success.

Albert Rosen, whose fifty-third birthday fell on that day, brought his guests to the ball instead of celebrating by a theatre party as he did last year. But it was worth it, for Al was toasted at practically every table in the good old way. The Bronx Branch of the United Master Butchers, whose meeting fell on that night, postponed it until the following Wednesday in order that their members could attend the festivities. The Ladies' Auxiliary of the United Master Butchers of America, with its large representation, contributed in no small measure to the success of the evening.

The menu was enjoyed by all, not only because there was plenty of it, but because of its quality and the manner in which it was served.

There is probably no master butcher with more originality and genuine wit than Louis Goldschmidt, and his selection as a toastmaster was a happy one. In his usual humorous manner he introduced the

WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed fresh meats were quoted by the U. S. Bureau of Agricultural Economics at Chicago and three Eastern markets on Thursday, December 11, 1924, as follows:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
Fresh Beef—				
STEERS:				
Choice	\$18.00@20.00	\$15.00@16.00	\$18.00@21.00	\$19.00@22.00
Good	16.00@18.00	14.00@14.50	14.50@18.00	15.00@17.00
Medium	12.50@14.50	11.50@13.50	10.50@14.00	11.00@13.00
Common	9.50@12.00	10.00@11.00	9.00@10.50	8.00@10.00
COWS:				
Good	11.50@13.00	9.50@10.00	9.00@11.50	9.00@10.00
Medium	10.00@11.50	8.00@9.00	8.00@9.00	8.00@8.50
Common	6.50@9.00	7.00@7.50	7.00@8.00	7.00@8.00
BULLS:				
Good .....	.....	.....	.....	.....
Medium	6.50@7.00	.....	.....	.....
Common	6.00@6.50	.....	6.75@7.25	.....
Fresh Veal*—				
Choice	14.00@15.00	.....	18.00@20.00	.....
Good	12.00@13.00	.....	16.00@18.00	14.00@15.00
Medium	8.00@9.00	8.50@9.50	13.00@16.00	12.00@13.00
Common	7.00@8.00	7.50@8.00	9.00@12.00	7.00@10.00
Fresh Lamb and Mutton—				
LAMB:				
Choice	23.00@24.00	24.00@25.00	24.00@26.00	25.00@26.00
Good	20.00@23.00	22.00@23.00	23.00@24.00	23.00@25.00
Medium	18.00@19.00	21.00@22.00	21.00@23.00	22.00@23.00
Common	16.00@18.00	18.00@20.00	19.00@21.00	19.00@20.00
YEARLINGS:				
Good .....	.....	.....	.....	.....
Medium .....	.....	.....	.....	.....
Common .....	.....	.....	.....	.....
MUTTON:				
Good	12.00@13.00	12.00@14.00	14.00@16.00	.....
Medium	9.00@12.00	10.00@12.00	13.00@14.00	13.00@14.00
Common	7.00@9.00	8.00@10.00	10.00@12.00	9.00@11.00
Fresh Pork Cuts—				
LOINS:				
3-10 lb. average	15.50@16.50	15.00@16.00	15.00@17.00	15.00@17.00
10-12 lb. average	15.00@16.00	15.00@16.00	14.50@16.50	15.00@16.00
12-14 lb. average	14.50@15.00	14.50@16.00	14.00@16.00	14.00@16.00
14-16 lb. average	13.50@14.50	14.00@15.00	13.50@15.00	14.00@15.00
16 lbs. over	12.50@13.50	13.00@14.00	13.00@14.50	13.00@14.00
SHOULDERS:				
Skinned	12.00@13.00	.....	12.50@13.50	12.00@13.00
PICNICS:				
4-6 lb. average	11.50@12.50	12.50@13.00	12.50@13.50	12.50@13.00
6-8 lb. average .....	.....	12.00@12.50	12.00@13.00	11.00@12.00
BUTTS:				
Boston style	14.00@14.50	.....	11.50@16.50	14.00@16.00

*Veal prices include "hide on" at Chicago and New York

Cut 6,000 lbs. per hour with "Enterprise" No. 1186

Here is the chopper you have been looking for—the "Enterprise" that is speeding up production, and lowering power and labor costs in up-to-date plants.

Fitted with 15 h. p. motor, it is a fast, powerful machine. Has four plates— $\frac{1}{8}$, $\frac{1}{4}$, $\frac{3}{8}$ and $1\frac{1}{2}$ —also three meat knives and one fat knife. Cylinder with steam jacket, if desired.

Get an improved "Enterprise"

exactly suited to your business. Remember, "Enterprise" choppers are the speediest choppers made—the only choppers with the famous "Enterprise" steel knife and steel plate cutters that have never been imitated successfully.

Write for catalog of electric choppers, belt-driven and hand-power choppers. There is an "Enterprise" for your needs—72 sizes and styles.

The Enterprise Mfg. Co. of Pa., Philadelphia, U. S. A.



first speaker of the evening, Judge Joseph V. McKee, who was re-elected city judge at the last election.

Following judge McKee was congressman Emanuel Celler, who had made a special trip from Washington to be present at the dinner. The congressman spoke on the President's message, and in concluding the expressed desire to be known as the butcher's friend.

George Kramer, president of Ye Olde New York Branch, was then introduced. He spoke briefly of the organization and expressed the belief that much good would be accomplished for the butcher during the year 1925.

The floor was then cleared and dancing commenced. Two bands, one starting when the other stopped, furnished music for the dancing, which lasted far beyond the wee small hours.

When the weary and tired dancers wended their way home, it was conceded on all sides that this was probably one of the most brilliant and successful affairs ever run by the branch. The souvenirs for the ladies were handsome perfunctives.

With the vast crowd in attendance it would be impossible to give a complete list of those present. However, every branch in Greater New York, as well as the wholesalers and others doing business with the master butchers, were well represented.

The Bronx Branch was represented by President and Mrs. Rudolph Schumacher, business manager and Mrs. Fred Hirsch, Mr. and Mrs. Philip Gerard, Mr. and Mrs. P. Papp and Mr. and Mrs. S. Bacharach.

Brooklyn Branch had chairman of the Meat Council and Mrs. Frank P. Burck, congressman and Mr. E. Celler, president and Mrs. Wm. C. Helling, Mr. and Mrs. Albert Rosen, Mr. and Mrs. Joseph Lehner, Mr. and Mrs. John Hildermann, Mr. and Mrs. O. E. Jahrsdorfer, Mr. and Mrs. Jacob Wyler, Mr. and Mrs. Schutte and Mr. and Mrs. Herderich.

Eastern District Branch was represented by president Charles Raedle, Otto Haun, F. Riester, Ed. Rath, John Palmer and Joseph Wagner.

South Brooklyn Branch had Mr. and Mrs. Sam Heymann and others present.

Washington Heights Branch.—President and Mrs. Charles Hembdt, national and state treasurer Charles Schuck, son and daughter, and Mrs. Joseph Eschbacher, Mr. and Mrs. A. Dimatteo, Mr. and Mrs. Gus Lowenthal, Mr. and Mrs. Walter Elsas, Mr. and Mrs. H. Hemleib, Mr. and Mrs. D. Schmidt, Mr. and Mrs. Blank.

Among others were Messrs. Albert, William and Charles Rohe, Jr., of Rohe and Brother; Pendleton Dudley and John C. Cutting of the New York Meat Council; Mr. and Mrs. Kraus, of M. Kraus and Bro.; Louis Frank, Mr. and Mrs. A. F. Grimm; marketing specialist and Mrs. B. F. McCarthy, Mr. and Mrs. H. Kirschbaum, Mr. and Mrs. A. Kirschbaum, Mr. and Mrs. O. Schaefer, Mr. and Mrs. Wm.

Ziegler, Mr. and Mrs. Anselm, Mr. and Mrs. Steiner, Mr. and Mrs. Gordon, Mr. and Mrs. Eberler, Mr. and Mrs. Vogt and Mrs. Jenkins.

State president and Mrs. Moe Loeb, with their son; president of Ye Olde New York Branch and Mrs. George Kramer, Mr. and Mrs. William Kramer, Mr. Charles Kramer and Miss Ruby Myer, Mr. and Mrs. L. Goldstein, Mr. and Mrs. Stoff, Mrs. Goldman, Mr. and Mrs. Joseph Heim, Mr. and Mrs. Harold Heim, Mr. and Mrs. S. Metzger, Mr. and Mrs. B. Metzger and son, Mr. and Mrs. L. Goldschmidt, Mr. and Mrs. R. Arndt.

Mr. and Mrs. Charles Wicke, Mr. and Mrs. Leo Trilling, and Mr. and Mrs. John Poth, of the A. C. Wicke Company; Mr. M. Bartel, of L. Bartel, Inc.; Mr. Fred Dietz, of the New York Butchers' Calfskin Association; Chas. A. Lewis, H. T. Vetter, Nathan Rosenau, B. Bender, Mr. and Mrs. I. Pols, Mr. and Mrs. Jacob Block, Martin J. Thenn Joseph Rosenberg, L. O. Washington, Charles Behr and many others.

Armour and Company was represented by T. G. Lee, James A. Hetherington, W. M. Ferguson, B. H. Truffel and M. Katz; Cudahy Packing Co. by C. A. Handley, H. Douglas and D. A. Wagner; Metropolitan Hotel Supply Co. by T. P. Kidd, T. A. Jobbagy, C. F. McHenry and Simon Weil; New York Butchers' Dressed Meat Company by H. G. Mills, George Schober, H. Schmidt and Felix Keller, Joseph Stern & Sons by C. A. Triplett and R. W. Sears.

United Dressed Beef Company was represented by Mr. and Mrs. Charles Blum, Mr. and Mrs. Sidney Half, Mr. and Mrs. Sam Frank, and Mr. and Mrs. H. Vallenstein; Wilson & Company by Mr. and Mrs. L. Joseph, A. Samuel, J. Bauer and W. Wirsing.

NEW OFFICERS FOR TOLEDO.

At the meeting of the Toledo Master Butchers Association, held on December 10, the following officers were elected: President, Fred G. Leydorf; first vice-president, Gus Williamson; second vice-president, Chas. W. Hesse; secretary, August Weinandy; treasurer, Fred Boyser; master-at-arms, Ernie Leier; inner guard, Julius Broderson; outer guard, Joseph Leng. Trustees elected were: Frank Reber, Phillip Provo and August Schmidt. The new officers will be installed at the meeting to be held January 14. On January 21 will be held the annual banquet, to which the ladies will be invited.

A local organization known as the Housewives League has been giving publicity in the press, that any price over 45c for turkeys is exorbitant and should be considered in the light of profiteering.

The following resolution was passed at the Dec. 10 meeting:

"Resolved—That we, the Toledo Master Butchers Association, in meeting assembled, protest against the unfair attitude

CONRON BROS. COMPANY

One of Greater New York's
Largest Distributors of

Dressed Meats Provisions

Dressed Poultry, Butter, Eggs, Etc.

Railroad facilities for unloading cars
directly into our houses

If You Are Shipping the Goods We
Handle Get in Touch With Us

Manufacturers of High Grade Provisions

Under U. S. Government Supervision
U. S. Inspection No. 1009

Ridgefield Brand

Ham, Bacon, Sausages and Lard

Packing House:
643 to 645 Brook Avenue, Bronx

West Harlem Market:
12th Ave. & 131st St., Manhattan

Gansevoort Market:
10th Ave., 13th to 14th Sts.,
Manhattan

Hotel, Steamship & Cut Meat Dept.:
447-449 W. 13th St., Manhattan

Fort Greene Market:
189-191 Ft. Greene Place, Brooklyn

General Offices:

40 Tenth Ave., New York

Jos. Himmelsbach, M. E. Otto S. Schlich, C. E.
Himmelsbach & Schlich
ENGINEERS AND ARCHITECTS
Specializing in Packing Houses, Abattoirs, Ice Making and Refrigerating Plants, Lard and Fat Rendering Plants, Oil Refineries.
136 Liberty Street NEW YORK

that the Housewives League took in quoting a maximum price of 45c for dressed turkeys, in view of the fact that local conditions warrant a higher price."

On Wednesday evening, Dec. 17, John A. Kotal, National Secretary of the United Master Butchers of America and Chas. W. Meyers of the Trade Relations Department of Armour and Company will address the Toledo Association.

NEW YORK MARKET PRICES

LIVE CATTLE.

Steers, medium	8.00@8.50
Cows and canners and cutters	1.50@2.75
Bulls, bologna	3.00@4.50

LIVE CALVES.

Calves, veal, prime, per 100 lbs.	@14.00
Calves, veal, good to choice	13.00@13.50
Calves, veal, culls, per 100 lbs.	6.00@9.00

LIVE SHEEP AND LAMBS.

Lambs, prime, 100 lbs.	@16.00
Lambs, fair to good, per 100 lbs.	15.25@15.50
Lambs, com. to med.	14.00@14.50

LIVE HOGS.

Hogs, heavy	@9.85
Hogs, medium	@9.75
Hogs, 140 lbs.	@9.00
Pigs, under 70 lbs.	@8.75
Roughs	7.50@7.75

DRESSED BEEF.

Choice, native, heavy	@18	@19
Choice, native, light	@19	@22
Native, common to fair	@15	@17 1/4

WESTERN DRESSED BEEF.

Native steers, 900@800 lbs.	@18	@19
Native choice yearlings, 400@600 lbs.	@20	@21
Western steers, 900@800 lbs.	@12	@16
Texas steers, 400@600 lbs.	@9	@11
Good to choice heifers	@17	@18
Good to choice cows	@10	@11
Common to fair cows	@7	@8
Fresh bologna bulls	7@7 1/4	

BEEF CUTS.

	Western.	City.
No. 1 ribs	@22	@23
No. 2 ribs	@15	@20
No. 3 ribs	@11	@16
No. 1 loins	@25	@34
No. 2 loins	@18	@28
No. 3 loins	@9	@25
No. 1 hinds and ribs	@26	@28
No. 2 hinds and ribs	@23	@25
No. 3 hinds and ribs	@17	@12
No. 1 rounds	@14	@15 1/4
No. 2 rounds	@11	@13
No. 3 rounds	@8	@12
No. 1 chucks	@14	@13
No. 2 chucks	@10	@11
No. 3 chucks	@6	@10
Bolognas	@6	@7
Bolla, reg., 4@24 lbs. avg.	@22	@23
Bolla, reg., 4@6 lbs. avg.	@17	@18
Tenderloins, 4@5 lbs. avg.	@60	@70
Tenderloins, 5@6 lbs. avg.	@80	@90
Shoulder clods	@10	@11

DRESSED CALVES.

Prime	@18	@20
Choice	@17	@18
Good	@15	@16
Medium	@14	@15
Common, 10@12 lbs. avg.	@10	@12

DRESSED HOGS.

Hogs, heavy	@12 1/4
Hogs, 180 lbs.	@13 1/4
Hogs, 160 lbs.	@13 1/4
Pigs, 80 lbs.	@13 1/4

DRESSED SHEEP AND LAMBS.

Lambs, choice spring	@25	@26
Lambs, poor grade	@18	@21
Sheep, choice	@15	@16
Sheep, medium to good	@12	@13
Sheep, culls	@6	@8

SMOKED MEATS.

Hams, 8@10 lbs. avg.	10 1/4	@20 1/4
Hams, 10@12 lbs. avg.	19	@20
Hams, 12@14 lbs. avg.	19	@20
Picnics, 4@6 lbs. avg.	16	@16 1/4
Picnics, 6@8 lbs. avg.	15 1/4	@16
Rollettes, 6@8 lbs. avg.	15 1/4	@16 1/4
Beef tongue, light.	30	@34
Beef tongue, heavy.	35	@40
Bacon, boneless, Western.	23	@24
Bacon, boneless, city.	23	@23
Pickled bellies, 10@12 lbs. avg.	17	@18

FRESH PORK CUTS.

Fresh pork loins, Western, 10-12 lbs. avg.	16	@17
Fresh pork tenderloins.....	40	@45
Frozen pork loins, 10-12 lbs. avg.....	15	@16
Frozen pork tenderloins.....	35	@37
Shoulders, city, 10@12 lbs. avg.....	16	@17
Shoulders, Western, 10@12 lbs. avg.....	14	@15
Butts, boneless, Western.....	20	@21
Butts, regular, Western.....	16	@17
Fresh hams, city, 8@10 lbs. avg.....	19	@20
Fresh hams, Western, 10@12 lbs. avg.....	18	@19
Fresh picnic hams, Western, 6@8 lbs. avg.	14	@15
Extra lean pork trimmings.....	14	@15
Regular pork trimmings, 50% lean.....	12	@13
Fresh spare ribs.....	14	@15
Raw leaf lard.....	17	@18

BONES, HOOPS AND HORNS.

Round shin bones, avg. 48 to 50 lbs., per 100 pcs.	@130.00
Flat shin bones, avg. 40 to 45 lbs., per 100 pcs.	90.00@100.00
Black hoofs, per ton	40.00@50.00
Striped hoofs, per ton	40.00@50.00
White hoofs, per ton	@85.00
Thigh bones, avg. 85 to 90 lbs., per 100 pcs.	@140.00
Horns, avg. 7 1/4 oz. and over, No. 1s.	300.00@325.00
Horns, avg. 7 1/4 oz. and over, No. 2s.	250.00@275.00
Horns, avg. 7 1/4 oz. and over, No. 3s.	200.00@225.00

FANCY MEATS.

Fresh steer tongues, untrimmed.	@30c	a pound
Fresh steer tongues, 1. C. trim'd	@38c	a pound
Calves, heads, scalded	@65c	a piece
Sweetbreads, veal	@75c	a pair
Sweetbreads, beef	@85c	a pound
Beef kidneys	@16c	a pound
Mutton kidneys	@8c	each
Livers, beef	@22c	a pound
Oxtails	@15c	a pound
Hearts, beef	@8c	a pound
Beef hanging tenders	@16c	a pound
Lamb fries	@10c	a pair

BUTCHER'S FAT.

Shop fat	@3 1/4
Breast fat	@5
Edible suet	@7
Cond. suet	@5 1/4
Bones	@25

SPICES.

	Whole.	Ground.
Pepper, Sing., white	24 1/4	27 1/4
Pepper, Sing., black	14 1/4	17 1/4
Pepper, red	11 1/4	15 1/4
Allspice	9 1/4	12 1/4
Cinnamon	13	16
Coriander	6 1/4	9 1/4
Cloves	31	36
Ginger	26	29
Mace	92	97

CURING MATERIALS.

	Bbls.	per lb.
In lots of less than 25 bbls.:		
Double refined saltpetre, granulated	6 1/4c	6 1/4c
Double refined saltpetre, large crystal	7 1/4c	7 1/4c
Double refined nitrate soda, granulated	4 1/4c	4 1/4c
In 25 barrel lots:		
Double refined saltpetre, granulated	6 1/4c	6c
Double refined saltpetre, large crystal	7 1/4c	7 1/4c
Double refined nitrate soda, granulated	4 1/4c	4 1/4c
Carload lots:		
Double refined nitrate of soda, granulated	4 1/4c	4 1/4c
Double refined saltpetre, granulated	6c	5 1/4c

GREEN CALFSKINS

	5-9	9 1/4-12 1/4	12 1/4-14	14-8	18 up
Prime No. 1 veals	.26	2.90	2.95	3.20	3.95
Prime No. 2 veals	.24	2.70	2.70	2.95	3.70
Buttermilk No. 1	.23	2.55	2.60	2.85	3.60
Buttermilk No. 2	.21	2.35	2.35	2.60	3.40
Branded Gruby	.18	1.95	1.95	2.20	2.50
Number 3				At value	

DRESSED POULTRY.

FRESH KILLED.

Fowls—fresh—dry picked—12 to box:	
Western, 80 to 65 lbs. to dozen, lb.	@28
Western, 48 to 54 lbs. to dozen, lb.	@26
Western, 43 to 47 lbs. to dozen, lb.	@25
Western, 36 to 42 lbs. to dozen, lb.	@21
Western, 30 to 35 lbs. to dozen, lb.	@20
Fowls—fresh—dry picked, milk fed—12 to box:	
Western, 60 to 65 lbs. to dozen, lb.	@29
Western, 48 to 54 lbs. to dozen, lb.	@28

Western, 43 to 47 lbs. to dozen, lb.....	@27
Western, 56 to 42 lbs. to dozen, lb.....	@24
Western, 30 to 35 lbs. to dozen, lb.....	@21
Fowls—iced—dry picked, milk fed—barrels:	
Western, dry picked, 5½ lbs. and over, boxes.....	@25 @26
Western, dry picked, 4 lbs., lb.....	@23 @24
Western, dry picked, 3½ lbs., each.....	@21 @22
Western, dry picked, 3 lbs. each and under	@20 @21
Ducks—	
Long Island, bbls.....	@28
Squabs—	
White, 12 lbs. to dozen, per dozen.....	\$8.50@9.00
White, 10 lbs. to dozen, per dozen.....	6.50@7.00
Culls, per doz.....	1.50@2.50

LIVE POULTRY.

Fowls, colored, fancy via express	@28	@28
Old roosters, via freight	@22	@24
Ducks, via express	@25	@30
Turkeys, via express	@25	@30
Geese, swan, via freight or express	@11	
Pigeons, per pair, via freight or express	@30	
Gulneas, per pair, via freight or express	@85	

BUTTER.

Creamery, extras (92 score)	45 1/4@46
Creamery, firsts (90 to 91 score)	42@44
Creamery, seconds	35 1/4@37 1/4
Creamery, lower grades	34 1/4@35

EGGS.

Fresh gathered, extras, per doz.	.61	@64
Fresh gathered, extra firsts	.56	@59
Fresh gathered, firsts	.52	@55
Fresh gathered, checks, fair to choice dry	.34	@35

FERTILIZER MATERIALS.

BASIS NEW YORK DELIVERY.

Ammoniates.	
Ammonium sulphate, bulk, f. o. b. works, per 100 lbs.	2.75 and 2.80
Ammonium sulphate, double bags, per 100 lbs. f.a.s., New York	Nominal
Blood, dried, 15-16% per unit	@3.05
Fish scrap, dried, 11% ammonia, 15% B. P. L. bulk, f.o.b. fish factory	Nominal
Fish guano, foreign, 13@14% ammonia, 10% B. P. L.	4.50 and 10c
Fish scrap, acidulated, 6% ammonia, 3% A. P. A., f.o.b. fish factory	3.75 and 50c
Soda Nitrate, in bags, 100 lbs., spot	@2.46
Soda Nitrate, in bags, Jan.	@2.48
Tankage, ground, 10% ammonia, 15% B. P. L. bulk	3.50 and 10c
Tankage, unground, 9-10% ammonia	3.00 and 10c
Phosphates.	
Bone meal, steamed, 3 and 50 bags per ton	@27.00
Bone meal, raw, 4 1/2 and 50 bags per ton	@34.00
Acid phosphate, bulk, f. o. b. Balt., per ton, 16%	@9.50
Potash.	
Kalnit, 12.4% bulk, per ton	@7.75
Manure salt, 20% bulk, per ton	@10.25
Muriate in bags, basis 80% per ton	@34.00
Sulphate in bags, basis 90% per ton	@44.00

BUTTER AT FOUR MARKETS.

Wholesale prices of 92 score butter at Chicago, New York, Boston and Philadelphia for week ending December 4, 1924:

Wholesale prices of carlots, fresh centralized butter; 90 score at Chicago:

	November	28	29	Dec. 1	2	3	4
Chicago	50-50 1/4	50	49 1/4	48-48 1/4	47-47 1/4	45-45 1/4	45-45 1/4
New York	47-47 1/4	46 1/4	47	47	47	47	46
Boston	46	46	46	46	45	45	45
Philadelphia	46	46	47	47 1/4	47	47	46
		46	45	45	45	44 1/4	42 1/4

Receipts of butter by cities, (tubs):

	This week.	Last week.	Last year	Since Jan. 1—1924.	1923.
Chicago	26,424	23,475	34,156	3,279,628	2,841,446
New York	28,596	28,193	27,038	3,219,753	3,166,739
Boston	4,965	5,715	6,633	1,209,362	1,134,473
Phila.	8,785	11,201	6,527	967,468	863,757
Total	68,800	68,584	74,354	8,676,211	8,006,435

Cold storage movement, (lbs.):

	In Dec. 4	Out Dec. 4	On hand Dec. 5	Cor. week.
Chicago	7,200	379,128	15,131,724	6,625,063
New York	26,474	322,468	16,245,155	7,021,339
Boston	19,656	252,216	13,816,734	6,598,380
Philadelphia	200	66,581	4,843,537	2,076,583
Total	53,530	1,020,703	50,136,970	22,321,075

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